NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

MARCH 1920

VOL. XV
NO. 1



USED BY THE LARGEST CONSUMER
MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS
PURITAN BRAND SYNTHETICS
EMERY CANDLE CO'S STEARIC ACID

SELLING AGENTS
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(SEE PAGE 9)

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PROHIBITION, WASHINGTON AND ALBANY.

Our Washington budget gives the latest news regarding prohibition enforcement rulings, together with other information. It should be noted that Congress has taken no steps to repeal the so-called luxury taxes and probably will not do so for the present. The enormous losses of revenue due to prohibition and the extra cost of enforcing the Volstead law, should it be sustained by the Supreme Court, will make it necessary to levy additional taxes, instead of cutting off any now in effect. Already ways and means are being considered, one plan being to levy a federal tax of 1 per cent on all sales above $2. The effect of this upon trade would be far-reaching.

The Federal Supreme Court has nine actions pending attacking the Eighteenth Amendment and decisions are expected some time in June. Meanwhile New Jersey has passed a 3.50 per cent alcohol beverage law and Wisconsin has taken similar action. In New York State several bills are pending, some for enforcing the Volstead act and others for raising the alcohol limit, one providing for 3.50 per cent beer and for 10 per cent wines. The revolt against bone dry prohibition has assumed considerable proportions and threatens to enter the Presidential campaign. The legislative situation at Albany is in doubt, but there is a strong feeling that New York should follow New Jersey's example and repudiate the Volstead one-half of one per cent limit.

Meanwhile, and at least until the Federal Supreme Court decides otherwise, it will be well for our readers to continue to do business under the Volstead restrictions as construed by the Internal Revenue Office.

THE PERFUMERS' CONVENTION.

The plans for the twenty-sixth annual meeting of the Manufacturing Perfumers' Association of the United States have been completed and the Convention Committee will shortly issue a formal program.

The meeting will be held April 6, 7 and 8 at the Hotel Biltmore, New York, and a large attendance is expected. At the business sessions there will be addresses on the raw material situation: "Art Value in Containers," by Prof. Frank Alvah Parsons of the New York School of Fine and Applied Arts; "The Outlook on Commodities," by S. A. Linnekin, Editor of Babson's Commodity Bulletin, Babson's Statistical Organization, Wellesley Hills, Mass.; "The Protection of Package Design Against Unfair Competition and Infringement," by Howard S. Neiman, trademark and patent counsel of the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW; "Some Aspects of Modern Busi-

ness," by William B. Colver, member of the Federal Trade Commission, Washington, D. C.

Prof. Parsons will present constructive criticisms regarding some of the leading containers of perfumes and toilet preparations on the American market, and his remarks will be very helpful to all manufacturers.

Mr. Colver of the Federal Trade Commission will present the views of the Commission regarding various trade practices of special interest to manufacturers of perfumes and toilet preparations, soaps, etc.

The entertainment features provide for a theatre party on Tuesday, April 6, at the Central Theatre, where "As You Were" is being played to crowded houses. This will be followed by a supper and dance in the Rose Room of the Hotel Biltmore. Wednesday evening is left open for members to plan as they will, and on Thursday evening at 7:30 a banquet will be given in the Cascade Room, Hotel Biltmore. The toastmaster will be Mr. W. A. McDermid, sales manager of the Mennen Company, Newark, N. J., whose interesting advertisements over the signature "Jim Henry" are known to millions of magazine readers. Hon. Walter E. Edge, Senator from New Jersey, will speak on "Relationship of the Government to Business," and Hon. Bert M. Fernald, Senator from Maine, will speak on "The Business Man in Politics." As both of these statesmen are thoroughly familiar with these important phases of our national life, and are very entertaining speakers as well, they will add much to the pleasure and value of the evening. The banquet will be followed, as usual, by dancing.

LOW POSTAGE TO FRANCE UNLIKELY.

The Postmaster General has been requested by the New York Merchants' Association upon several occasions to negotiate a two-cent letter rate between the United States and France. The Second Assistant Postmaster General says:

"The Post Office Department has pressed every possible opportunity for the extention of reciprocal reduced postage arrangements and has made greater progress in that direction than any other country. Unfortunately, the war and its effect on business conditions has in recent years had an adverse effect on the extension of these arrangements and there is indication of possible changes in international postage rates as a result of the deliberations of the next Universal Postal Congress instead of possible reduction to the domestic rates.

"I may add that there is no reduced letter rate in force between England and France and that the postal administration of France has only recently increased its domestic postage rates."

U. S. CHAMBER OF COMMERCE.

Seeing in increased production a means of restoring normal business and price conditions, the Chamber of Commerce of the United States, it is announced, will make its eighth annual meeting, to be held at Atlantic City April 27 to 29, an "Increased Production Convention." Even with the exchange situation as it is, with its threatened curtailment of exports to Europe, manufacturers generally believe it will be a long time before production in the United States catches up with the demand for goods.

The general subject has been divided up in the program for the convention into sub-subjects. The first to be taken up will be the government in relation to production.

SMILE, SMILE, SMILE

Pack up your troubles in your old kit bag,
And smile, smile, smile,
While you've a lucifer to light your fag,
Smile, boys, that's the style.
What's the use of worrying?
It never was worth while, so
Pack up your troubles in your old kit bag,
And smile, smile, smile,

Under this heading will be considered anti-trust legislation and taxation. Business of every kind is keenly interested at this time in the situation with respect to taxation, especially in the subject of excess profits taxes, against which there has been general complaint.

The second general subject to be taken up will be transportation in relation to production. International finance and its relation to world production has a prominent place on the program. One general session will be given over to agriculture in relation to production.

RESALE PRICE FIXING DECISION.

The confusion which has resulted from the apparently conflicting decisions in the Colgate and Schrader price fixing suits is perfectly natural, but really it amounts to this: In the Colgate case the Federal Supreme Court held that Colgate had the right to refuse to sell to firms which violated its price schedule, while in the Schrader suit it held that Schrader violated the Sherman law in requiring contracts to be signed. Both methods have the same ultimate object in view, but the Supreme Court draws a nice distinction between them, when we throw aside all of the legal verbiage and get down to the fundamental issue.

Resale price fixing is a proper subject for legislation and Congress should clear the air. The Stephens bill, pending a long time, should be taken up and disposed of. We understand that it is favored by the Federal Trade Commission, provided it be amended to give the Commismission control of, or supervision over, the proposed contracts. Legislation of that sort would be welcomed by everybody except persistent price cutters. Something of the kind would seem advisable in the interests of fair business competition.

INDEX FOR THE PERFUMER, VOLUME XIV.

On account of the scarcity of paper, the Index of Volume XIV, ending February, 1920, which usually is printed in THE AMERICAN PERFUMER in March, is omitted from this issue. We are having printed a sufficient supply of the Index to accommodate all of our subscribers who may desire a copy and the same will be sent to those of our readers who send in their requests..

HALF MILLION TAXES MONTHLY.

Internal revenue tax collections on perfumes, cosmetics, etc., for November, 1919, amounted to $515,282.05 and for the period from July 1, 1919, to November 30, 1919, to $2,534,972.39, showing an average of more than half a million dollars a month for the five months. Verily, the industry is growing!

MAKING U. S. GOODS ABROAD.

The American Chamber of Commerce in London says that a new company, known as the British-American Industries, Limited, has been formed to arrange the manufacture of American goods in Great Britain for British and Empire markets.

With the growth of the movement for preferential tariffs and other preferential arrangements among countries making up the British Empire, many American manufacturers already have considered it desirable to establish factories in Canada. The new company is working, however, on the presumption that the advantages of a factory in Great Britain are infinitely greater for the following reasons: The British home market is a larger one, and is better situated for export trade, first on account of steamship facilities to all parts of the world, and second, because London is the financial center of the Empire and handles a large percentage of the colonial trade; insurances are more easily effected in London; colonial buyers visit London more readily than Canada. British labor, in spite of its unrest at the present time, is still understood to be cheaper and more plentiful than in Canada.

The American Chamber in London understands that the new company will encourage and assist American manufacturers of successful commodities to put down plants in Great Britain, but where the American manufacturer is not interested in doing so and is willing to sell his manufacturing rights, the new company will undertake to find British or French manufacturers who will take over these rights. Similarly, it will introduce into America goods which have proved successful in Great Britain or France. In the case of patented articles, this would entail the granting of a license to manufacture in the foreign country.

The new company is understood to have received many inquiries from manufacturers on both sides of the Atlantic who are anxious to have their goods produced in other countries. The function of the new company is to bring such manufacturers together, its profits arising out of a percentage of the royalty or a lump sum payable for the patent or the process.

TRADE EXHIBITIONS PROFITABLE.

That exhibitions of American goods in foreign countries may prove of the greatest value is conclusively demonstrated by the results of the recent exhibition of British Manufacturers in Athens, which produced orders valued at no less than ten million dollars. The National Foreign Trade Council heartily endorses similar exhibitions of American goods abroad, provided they are conducted in a proper and responsible manner. Among the important expositions to be held this year, at which American goods can be displayed, are the following: Milan International Fair, April 1-15; Barcelona International Business Organization Exhibition, April 2-12; Brussels Commercial Fair, April 4-21; Basle Fourth Annual Sample Fair, April 15-19; Bandoeng Exhibition, May; Lyons Fair, Spring; National Exposition of American Manufactures in Buenos Aires, October.

600 CHEMISTS AVAILABLE.

The Chemical Warfare Section, U. S. A., is handling the question of re-employment for 600 chemists who since being discharged from army service have wandered from city to city without work. Major Frederick M. Crossett, in charge of the Employment Bureau of the Chemical Warfare Section, states that they did an important work during the war, many of them giving up high-salaried positions, and that the Government will intensify its efforts to have them placed.

"No Americans," he said, "were more patriotic, and all are high class, skilled, reliable men with chemical and technical education and experience, augmented by military discipline. Our volunteers were superintendents, executives, engineers, supervisors, plant foremen, operators and salesmen, drawing salaries from $1,200 to $12,000 a year. We believe employers needing chemists will be glad to know where to get such help and will be anxious to give preference to discharged chemical welfare soldiers, who are thus equipped with intensive training in their own line and the extraordinary alertness required of all army men."

REPEAL THE EXCESS PROFITS TAX!

(From an Address of William B. Colver, Member Federal Trade Commission, New York City, January 16)

The excess profits tax, in my opinion, is one of the cornerstones in the present unhealthy and intolerable price structure in this country. The excess profits tax was never designed to be and never was a revenue measure.

At the time that the government was fixing prices on various commodities it found that the cost of production in different mines, mills and factories covered a very wide range. But since a certain quantity of a given commodity was imperatively needed, a price was fixed high enough to bring out the needed production from the high-cost producers. This gave abnormal and undue profits to low-cost producers and the excess profits tax was intended as an equalizer to bring these undue profits back to the public treasury.

Prices are no longer fixed by the government, and therefore the only reason for the existence of the excess profits tax system has absolutely disappeared.

The excess profits tax is passed on and multiplied until about four or five dollars is taken out of your pocket, my pocket and the pocket of the man on the street for every dollar that finally gets to the public treasury. It should be repealed at the earliest possible moment and its repeal, I am certain, will result in an almost immediate lowering of the whole unhealthy price structure which is a burden alike upon every citizen whether he be consumer, merchandiser, producer or tax-payer.

HELP AND SITUATIONS WANTED ADVS.

It has been the established policy of this journal for many years to publish without charge Help and Situation Wanted advertisements. On account, however, of the pressure of space due to the limitations imposed by the prevailing shortage of paper, and the constantly rising cost of printing, we have been forced reluctantly to announce a change in our policy.

Hereafter a charge of 50 cents per line will be made for all classified advertisements. This moderate figure has been fixed in order to make this valuable department available to everyone at a reasonable cost, although even this moderate figure does not recompense us. We are satisfied, however, to stand part of the cost ourselves in order not to place too heavy a burden upon anyone, for instance, who is seeking employment.

BABSON ON BUSINESS IN 1920.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions for 1920, based upon thorough investigation and careful observation of the field.

End of the Excess Profits Tax?—Many persons have asked us what the rate of excess profits tax will probably be for 1920. After talking with leaders of both the Republican and Democratic parties, we are convinced that the excess profits tax will be abolished entirely this year or next. The business income taxes will probably be continued much the same as before. It is the profits tax, however, which has been most annoying to business concerns. With both political parties against it and with the President already on record as favoring its abolition, it seems reasonably certain that people will not have to worry about the excess profits tax on 1921 earnings, and possibly not on 1920 earnings.

Deflation in Commodities Starts.—To all appearances the turning point in commodity prices has been reached. Since 1914 the general tendency has been up. Everything—business, commodities, wages. For some time we have suggested that the next big move would be a deflationary process, an economic liquidation. Not until the last few weeks, however, have there been any definite signs of the turning point. Late events, although they need no reiteration, include the collapse in foreign exchange, the stock market tumble, the decline in the Federal Reserve ratio, raising of the re-discount rates by the Federal Reserve Bank, general caution and disturbing rumors, whether with or without foundation.

Stocks Tend to Increase.—Meanwhile, there has been some headway made toward building up reserves of staple merchandise. True, no big surplus exists as yet, but from now on stocks of goods should increase rather than decrease. Commodities traded in on the large exchanges have fluctuated widely. Rapid fire events of the last few weeks show how sensitive the present business structure is, how dangerously near the toppling point we are traveling. Finally, balance sheets show a big increase in inventories and accounts receivable. Of course we are not yet at the point where collections are slow. Cancellations have not been heavy. This still leaves large unfilled orders on the books of our industrial companies. Furthermore, production is still behind the actual producing capacity. This will tend to sustain commodity prices at a high average for a few months, notwithstanding that the general trend from now on should be downward.

Will wages drop?—Are wages ever going to be lower? This question is asked us on every side. Wage scales in terms of dollars increased about 52% from 1914 to the latter part of 1919. Ever since unionism became well established in the early 90's, the *scale* of wages in terms of dollars has been almost continuously upward. Even the depression of 1903-4 and 1907-8 brought no general reduction in wage scales, although the advance during these periods was temporarily checked. Likewise, during the next few years it is very doubtful whether the *scale* of wages will be cut down. We doubt it very much. When labor says, however, that it will not submit to a reduction of wages, regardless of conditions, it does not say that it will not get along with less "pay" than it is receiving now.

There is a real drop in wages coming, but it will be in the *average annual income* of the wage earners, rather than in their *wage scale*.. The earnings of the industrial workers of New York State in the latter part of 1919 were more than 90% greater than in 1914. Probably this figure is somewhat higher than would be true of the country as a whole. Nevertheless, it is a fact that overtime, bonuses, etc., are today swelling wages much more than that flat increase in *rates* of pay. When business slows down, employment will not be so plentiful. Overtime pay will cease and lost time will take its place. If therefore, by "wages" you mean the number of dollars which the wage earners actually receive, then you are certainly justified in looking for a drop when the next reaction in general business sets in.

OUR ADVERTISERS

FRIES & FRIES
MANUFACTURING CHEMISTS
CINCINNATI
U. S. A.

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,
80 Maiden Lane, New York.

Gentlemen:

We take pleasure in stating that we have advertised in the AMERICAN PERFUMER for the last five years. During that time we have never found cause for any complaint whatever.

We believe that the PERFUMER renders a service to the Perfume Trade, which it would be a great mistake not to use. We have been particularly impressed with the scope of the inquiries which have resulted from our use of this means of bringing our products to the attention of prospective purchasers.

Yours very truly. FRIES & FRIES.

A. PH. A. ELECTS NEW OFFICERS.

The ballots of the members cast by mail for the election of officers of the American Pharmaceutical Association for 1920-1921 have been counted by the Board of Canvassers of that organization which met for the purpose in Chicago. The following officers were elected:

President, Charles Herbert Packard, Boston, Mass.; first vice-president, E. Fullerton Cook, Philadelphia, Pa.; second vice-president, Charles E. Gaspari, St. Louis, Mo.; third vice-president, W. P. Porterfield, Fargo, N. Dak. Members of the Council—Harry B. Mason, Detroit, Mich.; Lucius E. Sayre, Lawrence, Kan.; Frederick J. Wulling, Minneapolis, Minn.

AMERICAN CHEMICAL SOCIETY.

Confiscation of German-owned American patents and the present American patent laws will come up for discussion at the meeting of the American Chemical Society to be held in St. Louis beginning April 14, according to announcement just made. A proposal to raise the newly created dye section to the rank of a division will also be voted upon, owing to the rapid increase in its membership, despite the obstacles which the dye industry has encountered. Speakers scheduled at the meeting will include Herbert Hoover, Dr. Frank Taeussig, of the Tariff Commission, and Dr. Charles H. Herty, editor of the *Journal of Industrial and Engineering Chemistry*.

WINNERS IN THE $4,250 PRIZE PERFUME COMPETITION

The winners of the perfume contest, announced on advertising page 51 in this issue, deserve considerable credit and congratulation on their success in view of the peculiarly exhaustive and thoroughly fair and impartial method used by the advertiser in making his selections.

In accordance with the terms of the contest, samples of the finished manufactured product, as well as of the perfuming compound itself, were submitted with estimated cost figures for perfuming the several products. Tests were first made from the containers of the finished products as they were submitted by the contestants. A considerable number of persons were asked to make their selections and these choices were made under conditions which prevented any discussion. This was done to prevent one from influencing the opinion of another. The first request was that five or six choices be made, and then these choices were used as the basis of another test under the same conditions to narrow the selection to three.



E. M. Laning.



W. H. Barlow, Jr.

In order then to eliminate any subconscious influence which might arise from the appearance of the containers in which the samples were packed, these samples were then placed in a standard type of container, all alike, and a new set of code numbers given to them, and a similar test was conducted. Following this, a new set of samples were mixed, using the various perfume compounds on a uniform *quantity* basis per pound. These samples were put in new containers, all alike, and given still different numbers from those used in the preceding tests. At the conclusion of this a final test was made in which the perfuming compound was added to the products on a basis of the *cost* per pound as distinguished from the previous test of quality.

A test so exhaustive as this, eliminating so far as possible any known factor of variation and made by a considerable number of different individuals, necessarily resulted in a rigid process of elimination, and the perfume compounds that came through to the winning places did so on their ability to measure up to exacting standards.

No doubt our readers will be interested to learn something about the personality of the winners and we shall go as far as we can in that direction.

E. M. Lanning, who captured the first award of $2,000, lives at 1180 Park Place, Brooklyn, N. Y., and is only 32 years of age, but has had much experience and has taken advantage of his opportunities to perfect himself in his chosen field of endeavor. Mr. Laning is a graduate chemist, having a Bachelor of Arts degree and was graduated in the class of 1915 at Cooper Union, New York, where he spent six years, five nights a week. His interest in perfumes and toilet preparations dates back to about the time he entered Cooper Union, from which time he has specialized along these lines.

Mr. Laning at first held several minor positions, finally going with Tokalon, Inc., New York, where he started as an assistant and later on became chief chemist and perfumer, having entire charge of the manufacturing, finishing and packaging. Three years later he went to the Sanitol Chemical Laboratory Co., St. Louis, where he did important work in improving the Sanitol lines of tooth and toilet preparations, as well as perfumery, during the three years he had charge of the company's manufacturing end. He left the Sanitol because of the desire of himself and family, consisting of his wife and two sons, to get back East, and accepted a position as chemist and perfumer for McKesson & Robbins, of New York. In the year and a half he was with McKesson & Robbins he had charge of their perfume department, doing good work in improving their products in this line, besides putting out a new perfume and several new toilet preparations.

Recently Mr. Laning resigned this position, effective March 15, to take the position of chemist and perfumer with La France Soap and Perfume Corporation, Long Island City (Queens Borough, New York City). In his new position Mr. Laning has charge of equipping the entire plant for manufacturing a new line of preparations and packaging the same. His new employers have given to him a free hand to go ahead and put out their line of products. Already he has a preliminary line under way, including a tooth paste, shaving cream, cold cream, vanishing cream, toilet soap, and a liquid shampoo. By summer he expects to have a perfumery line, as well as a permanent line of toilet preparations, on the market.

Asked for a recipe for success, he said: "Quality and purity, irrespective of cost, is my first consideration."

William H. Barlow, Jr., 92 Lexington avenue, Jersey City, N. J., who carried off the second prize of $1,500, is only 27 years old, but has been very successful in the profession which he chose. He is a graduate chemist, having graduated with honors from Pratt Institute, Brooklyn, in 1914. He started his career immediately with the National Aniline & Chemical Co., Rodney-Ross street plant in Brooklyn, becoming essential oil chemist. Upon the beginning of the war he was called upon to develop the methods of manufacturing essential oils and synthetics, along which line the company had done very little up to that time. He met with exceedingly good success, rising to the position of chief chemist and having charge of all laboratory and manufacturing operations.

Mr. Barlow was called to the colors on May 29, 1918, and due to the importance and nature of the work he had in hand, was returned to the National Aniline plant on an indefinite industrial furlough June 22, 1918. He was discharged from the army January 6, 1919.

Meanwhile, in September, 1918, Mr. Barlow arose to the position of warehouse department manager, having complete charge of the laboratory, essential oil, synthetic oil and food products departments. He left the National Aniline to do consulting work and soon became associated

with the Dodge & Olcott Co., New York, at its Bayonne laboratory and factory, where he is manufacturing and research chemist, his work in this position being in direct co-operation with that of Dr. F. D. Dodge.

Mr. Barlow is considered an expert judge of essential oils and synthetics. He has taken a keen and wholehearted interest from the start in the perfection of perfumery, synthetic flavor and toilet requisite manufacture.

The third successful contestant, P. L. Smith, of Kobe, Japan, who drew the $750 prize, is too far away to make it possible to say more than that about him in this issue, but we hope to be able to tell our readers something interesting concerning him in the near future.

Checks for the awards have been given to Mr. Laning and Mr. Barlow and another has been sent to Mr. Smith at his Far Eastern address.

LEGISLATION AND DRY LAW RULINGS AT WASHINGTON

WASHINGTON, D. C., March 15.—The Longworth dyestuff bill has not advanced at all since the February issue of THE AMERICAN PERFUMER. In that issue was printed the report of the Finance Committee to the Senate on this bill. The only development since that time, is a one day's debate which was held on the bill just previous to the taking up again of the peace treaty by the Senate.

A great deal of opposition developed during the debate, but it really was not against the bill, but was a matter of politics, due in part to the fact that certain Senators were anxious to have other tariff bills which are pending before the Senate Finance Committee reported out and they made threats to filibuster the dyestuff bill unless some action was taken. Senator Poindexter of Washington, was very insistent that the committee should report out the magnesite bill and since that time the bill has been reported out. Senator Spencer of Missouri has introduced the following amendment which was printed and ordered to lie on the table until the bill comes up for consideration:

"Sec. 502½. Camphor, natural and synthetic, crude and refined, 25 per centum; caffeine, $1.50 per pound; chloral and hydrate, 15 cents per pound."

Senator Frelinghuysen of New Jersey, has told your correspondent that he intends to introduce on the floor when the bill comes up for consideration again the so-called Isermann amendment which relates to the perfumery trade and which has been printed several times in this journal. Considerable pressure has been brought to bear on Senator Frelinghuysen, it is understood, by his constituents. He made repeated efforts to have this amendment inserted in the bill while it was still before the committee, but he was unsuccessful.

In connection with the fact that the committee would not accept the perfumery amendment the members of the committee seemed to have gained an impression some way or other that if certain clauses were struck out of the Longworth bill it would be just as good as inserting a new perfumery clause and therefore the committee has stricken out of the Longworth bill the following two clauses:

"Natural methyl, salicylate or oil of wintergreen or oil of sweet birch; natural coumarin" and

"Methylsalicylate, coumarin, and other flavors."

It is impossible to predict at this writing just when the dyestuff bill will again come up for consideration on the floor of the Senate. The retirement bill and one or two other bills seem to have precedence over the dyestuff bill after the peace treaty has been disposed of. Of course it also has to be taken into consideration that after the bill is passed by the Senate it will have to be sent to conference.

INTERNAL REVENUE BUREAU ANNOUNCEMENTS

The following formula, to be known as Specially Denatured Alcohol Formula No. 27-A, has been authorized by the Internal Revenue Bureau for use in the manufacture of liniments for external purposes only:

To every 100 gallons of ethyl alcohol add—
35 pounds Camphor, U. S. P.
1 gallon Oil of Cloves, U. S. P.

In order to afford proprietors of industrial alcohol plants, bonded warehouses, denaturing plants, dealers in and manufacturers using specially denatured alcohol, and manufacturers recovering completely denatured alcohol, opportunity to familiarize themselves with the requirements of Regulations No. 61, with respect to records to be kept and returns to be rendered by them, and to obtain the necessary forms to be provided by the Internal Revenue office, the various records and returns heretofore required to be kept or rendered, at or in connection with distilleries, distillery warehouses and denaturing bonded warehouses, or by dealers and manufacturers using specially denatured alcohol or manufacturers recovering completely denatured alcohol, will be utilized until April 1 next, and no change in the method of assigning Government officers will be made until such date.

A report on Form 1418 has been prepared to be rendered by druggists and pharmacists each month showing the number of prescriptions filled and the quantity of liquor sold on physicians' prescriptions.

Examining officers visiting establishments holding permits for the use of alcohol for non-berverage purposes are advised to conduct their investigations with the idea of obtaining the following information:

(a) How long the business has been established.

(b) Previous occupation and reputation of the proprietor.

(c) Whether or not a chemist, pharmacist, or other person with a knowledge of compounding, is employed in the manufacture of the finished product.

(d) The manner in which the alcohol in bulk is stored on the premises and the steps taken by the proprietor to safeguard any illegitimate use thereof by employees.

(e) The volume and character of business. Note carefully equipment on hand for compounding, such as mixing vessels, means of filtering or clarifying and bottling. If medicines, extracts or toilet preparations are being manufactured, note whether or not a reasonable quantity of crude drugs, flavoring oils and essential oils are on hand to meet the legitimate needs of the business. Careful search should also be made for any whiskey or brandy essence, beading oil or other materials commonly used in compounding spirits.

The table showing the approximate production which should be had from one barrel of alcohol or wine in various strengths of alcoholic preparations may be referred to. For instance, if the 1410's or 739's show that a man is purchasing one barrel per week, the empty bottles, the means of mixing and the stock on hand should be taken into account to see whether or not they are proportionate to the amount of alcohol withdrawn or purchased. If no empty bottles or other containers are at hand, orders should be shown for these things.

(f) The character and business of customers purchasing the finished product.

(g) Whether or not the finished product is in reality sold, distributed and purchased in good faith as either a medicinal or toilet preparation, or a flavoring extract.

Examining officers should closely scrutinize shipping invoices of the concerns in question in making their investigations, when such shipping invoices are available.

They should also endeavor to acquaint themselves as to the size and frequency of the orders of individual customers, and, whenever the conditions appear to warrant, attempt to ascertain from the ledger of the party under investigation the amounts paid in a certain stated period by a few individual purchasers.

Such information resulting from the investigation tending to show a noncompliance with the law or regulations, on the part of the permit holder, should be immediately reported to this office through the Supervising Federal Prohibition Agent under whom the examining officers are operating.

FOR AN INTERNATIONAL TRADE AGREEMENT CONGRESS

Representative Hull of Tennessee has introduced a joint resolution in the House requesting the President to call an International Trade Agreement Congress. The resolution, which has been referred to the House Committee on Foreign Affairs is as follows:

"That the President be requested to propose to the governments of all important commercial nations with which this Government is at peace that an International Trade Agreement Congress be convened in the city of Washington, District of Columbia, at the earliest convenient date for the purpose of considering unfair trade methods, practices, and policies which in their effect are reasonably calculated to inflict unjust injury upon the rightful commercial interests of another nation or other nations, including materially hurtful forms of discrimination and retaliation, unfair utilization of bounties, bonuses, subsidies, drawbacks and rebates, the economic and financial violation of the territory of small, uncivilized or backward nations, wrongful interference with trade routes, hurtful and unfair economic alliances, undue colonial preference or other preference by special agreement, and any and all other unfair international trade practices reasonably productive of destructive commercial controversies or serious economic wars; and to formulate such commercial treaty agreements with respect to each of the foregoing as will eliminate, prevent and avoid such unfair trade practices, together with the injurious results and dangerous possibilities of economic warfare arising therefrom, and thereby promote fair and friendly trade relations among all the nations of the world. Establishing a system of arbitration for the settlement of controversies arising between individual traders of different nations shall be a part of the functions of the Congress."

WASHINGTON NEWS IN BRIEF

Following the decision of the United States Supreme Court in the case of Eisner vs. Macomber, which holds that stock dividends are not taxable, a letter of instruction outlining the procedure to be followed by taxpayers in claiming credit for taxes paid on stock dividends, has been issued to collectors of internal revenue by Commissioner Daniel C. Roper. Persons interested can obtain the necessary information from the collectors.

The Federal Trade Commission has cited the F. J. O'Neill Medicine Company, St. Louis, in complaint of unfair competition in the manufacture and sale of proprietary medicines. The respondent has forty days in which to file answer. The company is charged with simulating trade-marks, advertising matter, containers and tablets of a long established competitor.

Arrangements have been made by the Post Office Department to furnish business men, through the agency of their national associations, with prompt notice of the particulars of all blank money orders stolen from post offices. These notices will give timely warning to merchants so that they may detect forged money orders and co-operate with the Post Office Department in apprehending professional burglars and counterfeiters.

NEW PATENT FOR IMPROVEMENT IN COSMETICS

1,332,190. Meda Vay Hull, of Chicago, Ill., assignor to La Meda Mfg. Co., of Chicago, Ill., a corporation of Illinois. Patented Feb. 24, 1920. Application filed June 21, 1918. Serial No. 241,127. No Drawing. Specification of Letters Patent:

To all whom it may concern:

Be it known that I, Meda Vay Hull, a citizen of the United States, and a resident of the City of Chicago, in the County of Cook and State of Illinois, have invented certain new and useful improvements in cosmetics; and I do hereby declare that the following is a full, clear, and exact description of the same.

My invention has reference more particularly to a toilet preparation or composition and the process of making same, wherein the characteristic properties of a face powder and a face cream are combined so that the skin is softened by the cream constituents of the composition, and the powder is caused to adhere to the skin in a more permanent manner than if used separately.

For the purpose of giving the skin a soft and pleasing appearance, it is customary to use what is commonly known as face powder, which is applied to the skin in a dry condition and rubbed thereon so that more or less thereof adheres to and remains on the skin. However, as it is applied in a dry condition it does not readily adhere and rubs off easily and becomes streaked or entirely effaced if exposed to perspiration or moisture, and therefore is not satisfactory for warm weather, dancing, swimming and other sports.

Another preparation which is also quite commonly used is known as cold cream, which is provided in paste form adapted to be rubbed on the skin, and has the property of moistening and softening the skin and maintaining the skin in such condition for a period of time, such cream being variously compounded according to the benefits desired to be obtained by the particular manufacturer.

Both the face powder and cold cream preparation have desirable characteristics peculiar to themselves, the principal purpose and effect of face powder being to improve the appearance of the skin and remove gloss, and of the cold cream to soften and lubricate or improve the condition of and protect the skin.

It is an object therefore of my invention to provide a composition or cosmetic preparation having the combined properties of a cold cream and face powder.

A further object of my invention is to provide a composition consisting of a cold cream and face powder suitably combined in a paste form and having the properties of softening and lubricating the skin and providing and leaving a film of face powder adhering to the skin in a more permanent manner than when the face powder is applied separately, the combination, when applied, affording a more efficient protection for the skin from sun burns, tanning, wind burns, freckles and chapping than either used separately.

Another object of my invention is to provide a composition consisting of a combination of face powder and an ingredient composed in small part of a waxy material whereby the face powder is caused to adhere to the skin without clogging the pores and is not affected by perspiration and water.

Another object or my invention is to provide a composition comprising a face powder and ingredients suitable to cause the powder to adhere to the skin more permanently than when used alone and without clogging the pores.

Another object of my invention is to provide a cosmetic preparation comprising a combined face powder and cold cream composition properly prepared to combine the characteristics of a face powder and a cold cream and whereby the skin is softened and lubricated and protected and a quantity of face powder applied so that the face powder so applied adheres in a more permanent man-

ner without drying the skin, and with other beneficial results.

In my invention I provide a composition containing a face powder and a cold cream and thereby combine the characteristics of each in a single preparation, the latter of which is particularly constituted to cause the powder to adhere to the skin so as to be unaffected by moisture or water or other causes which easily disturb or efface the powder from the skin if it is applied alone.

In practising my invention I preferably prepare the cold cream and powder separately in their complete form, and I prefer to use a cold cream having wax or similar acting ingredient which acts as a waterproof binder to hold the powder on the skin, and I prefer to mix the cold cream and powder in proportions, by weight, of substantially four parts of cream to five parts of powder, and thoroughly incorporate the face powder in the cream by whipping, milling or otherwise mixing to insure a thorough and uniform incorporation of the powder in the cream.

The preparation of the cream and powder and the combination thereof which I have found to give the best results and which I prefer to use consists in making the cream substantially according to the following formula:

8 pounds of mineral oil (cream oil).
1 pound white beeswax.
2 pounds ceresin wax.
4 pounds borated water.

One half of the mineral or cream oil is placed in a container with the wax and the wax dissolved in this mineral oil. When the wax is all dissolved, add the balance of the oil, and then the borated water and stir until you have a fine white mass. The borated water is made by adding four ounces of borax to one gallon of boiling water. The mixture may also be perfumed to give the resultant composition the desired scent, and is also usually tinted in the final compounding.

The face powder I prefer to use is made by mixing together powdered talc, precipitated chalk, and zinc oxid, which are measured by weight so as to give substantially the following proportions: powdered talc 77 parts; precipitated chalk 6 parts, and zinc oxid 17 parts.

Quantities of the resultant cream and face powder in the proportion by weight (four parts cream and five parts powder) are then taken and the powder is thoroughly incorporated into the cold cream by beating or whipping or by milling, it being necessary in order to obtain the best results, to have the powder thoroughly and uniformly incorporated with the cold cream. A small quantity of coloring matter may also be added to the finished composition to give it different shades to suit different complexions, for instance, white, flesh, or brunette, as is customary with face powders.

The formula which I have indicated above provides a composition which is harmless, non-poisonous and antiseptic. It will not clog the pores of the skin and its action on the skin is protective and beneficial and, when so compounded, is in a convenient form to be applied without spilling and waste as in the use of the ordinary face powders, and when rubbed on the skin, results in softening and lubricating the skin and leaves a thin film of the face powder, which, by reason of the constituency of the cream element, adheres firmly bound to the skin and is not affected by moisture and other causes which impair the usefulness of the ordinary face powders.

While I have described my invention as prepared according to certain preferred formulae, and by combining the ingredients in a certain preferred manner, it is, of course, to be understood that said formulae and directions for preparation are only illustrative and the ingredients and order and method of compounding will, of necessity, vary to a considerable degree, dependent on the consistency of the product desired. I therefore do not purpose limiting the patent granted hereon otherwise than necessitated by the prior art.

I claim as my invention:

1. A cosmetic paste compound consisting of approximately five ninths, by weight, of face powder and approximately four ninths, by weight, of cold cream.

2. A cosmetic preparation comprising a composition of powdered talc, precipitated chalk, and zinc oxid, and a composition consisting of mineral oil, beeswax, ceresin wax, and borated water, said compositions being compounded in proportions substantially equivalent to four parts cream and five parts powder measured by weight.

3. A cosmetic preparation comprising a face powder consisting of 77 per cent. powdered talc, 6 per cent precipitated chalk, 17 per cent. zinc oxid, compounded with a face cream composition consisting of mineral oil, white beeswax, ceresin wax, and borated water, combined in the proportion of 8 pounds of mineral oil, 1 pound of white beeswax, 2 pounds ceresin wax and 4 pounds borated water, the said facial cream and facial powder being compounded in proportions substantially of or equivalent to 4 pounds of facial cream to 5 pounds of facial powder.

4. The process of preparing a cosmetic which consists in combining and mixing ingredients to form a face powder, and in combining and mixing ingredients to form a face cream, and then compounding the completed face powder with the completed cold cream in suitable proportions so that when the combined compound is rubbed on the skin, the predominant discernible element thereof is the face powder.

5. The process of preparing a cosmetic which consists in compounding a face powder comprising powdered talc, precipitated chalk and zinc oxid, with a cold cream comprising mineral oil, wax and borated water in suitable proportions so that when the combined compound is rubbed on the skin, the predominant discernible element thereof is the face powder.

6. The composition of matter comprising a face powder, an oil, and a waxy material suitably combined and compounded so that when rubbed on the skin the oil is absorbed and vanishes and leaves a covering of face powder affixed to the skin by means of the waxy material.

7. A cosmetic paste compound consisting of approximately four parts by weight of a vanishing cold cream composition including a water and perspiration proof binder, and approximately five parts by weight of face powder composition, the elements of said paste, excepting the face powder, being adapted to vanish when rubbed on the skin and leave a coating of face powder affixed thereon by means of said binder.

In testimony whereof I have hereunto subscribed my name in the presence of two subscribing witnesses.

MEDA VAY HULL.

Witnesses: FRANK A. BREMER, JR., LAWRENCE REIBSTEIN.

CONDITION OF THE TALC INDUSTRY.

The present talc and soapstone situation is discussed by Raymond B. Ladoo in recent Bureau of Mines reports of investigation. He says in part:

"The industry seems to have recovered from the temporary depression of the first half of 1919 and many mills are running at capacity production with their entire output for 1920 contracted for. The imports of talc for 1919 were only slightly larger than in 1918 by weight and probably no more by value. This foreign competition has not begun to be seriously felt.

"An interesting phase of the present situation is the possibility of increased use of talc in paint. There is a shortage of barium sulphate used as a paint filler. Since, for some uses, talc is considered second only to $BaSo_4$ as a filler for paint, it is possible that part of the shortage could be relieved by an increased use of talc."

Valuable Information.

(From the Edward Lehman Company, Makers of Fair Plex Toilet Necessities, Memphis, Tenn.)

We are enclosing herewith our check for a year's subscription to THE AMERICAN PERFUMER and we feel that we are many dollars ahead already in having secured information from your review that was unobtainable elsewhere. We got certain information that has already saved and in fact made the price you charge, many times over. We are regretting it that we have not been subscribing since you first started its publication.

"PARIS-NEW YORK" LABELS UNDER U. S. COURT BAN

A case which may have important consequences on the question of the labeling of American perfumes and which is otherwise of considerable interest to the perfumery trade in general was argued on Friday, March 12 1920, before Judge Learned Hand of the United States District Court for the Southern District of New York, the occasion being the hearing of a motion for a preliminary injunction brought by Coty, the well known French perfumer against Frederick H. Smith, New York (trading as Miro-Dena) to restrain the defendant Smith from making or selling what Coty alleged to be imitations of the Coty packages L'Origan, La Rose Jacqueminot and Lilas Pourpre and further to restrain the defendant from using on any of his perfumes the word "Paris" or a "Paris-New York" label.

Although the defendant made an affidavit denying any intent to infringe, there was very little discussion on the trial with reference to the specific packages above referred to and the alleged imitations known as L'Orea Miro-Dena, Rose D'Amour Miro-Dena, and Lilas Miro-Dena. The similarity of the respective packages impressed the court immediately and the attorney for Miro-Dena made no attempt to fight an injunction against the further use by Miro-Dena of these three packages.

The argument then centered upon the effort by the plaintiff to restrain the defendant from using the word "Paris" and the attempt by the defendant to continue the use of a "Paris-New York" label on his products.

Judge Hand stated that the specific question involved was really a new one in the court, for although the misuse of geographical terms such as Minneapolis Flour, Key West Tobacco, etc., had before been litigated, the question of the use of the word "Paris" or "France" on perfumes was really a novel one.

Were the public really deceived by the word "Paris" on perfumes not made or bottled in Paris? Was it legitimate to use the word "Paris" on perfumes of which the ingredients had been imported from France but assembled in New York City? Did the word "Paris" on perfumes mean a type of perfumes, just as the words Canada Mutton or Swiss Cheese, might mean products not imported from Canada or Switzerland, or did the word "Paris" really mean perfumes actually made in and imported from Paris? These were some of the questions which perplexed the court and which required consideration on the argument.

The attorney for Miro-Dena stated that the question was too important a one for his client to be resolved on a motion for a preliminary injunction and that it was really not a case of injury to Coty by the use of "Paris-New York" on defendant's labels but that it was an attempt by Coty in association with other Parisian perfumers to stop the competition of the defendant. He believed that Coty had no right in a suit in which he was the sole plaintiff to restrain the defendant from using the word "Paris" on his labels.

The plaintiff's attorney countered with the proposition that the number of importers or French perfumers into the United States was a limited one, that Coty was one of this limited number and the evidence showed that the defendant had particularly copied Coty's packages and Coty's prices, always underselling Coty's packages by a small margin.

Defendant's attorney made the plea that in the adjudicated cases such as in the Canadian Club case where distillers in the United States were enjoined from making a so-called "Canadian type" of whiskey that Hiram Walker & Sons had a monopoly of the word "Canadian Club" but that the plaintiff herein had no monopoly of the word "Paris" or "France."

To this plaintiff's attorneys replied that the Minneapolis Flour case in which a Milwaukee miller was enjoined from using the word "Minneapolis" on his flour and the Key West Tobacco cases approved the right of a court to enjoin a defendant from misusing a geographic term on the plea of one of a large group of manufacturers who were hurt by the deceptive use of such geographical name.

Plaintiff's attorney made the further suggestion that the only purpose of the defendant in using the words "Paris-New York" on his labels was a fraudulent one and that he would undoubtedly object to the use of the words "Made in New York" prominently on his boxes and bottles.

Defendant's attorney stated that in view of the remarks of counsel for plaintiff, the defendant was willing to put a paster on the bottom of his bottles "Made in New York."

The court thereupon said that a paster on the bottom of a perfume bottle "Made in New York" might be inconspicuous and the words "Made in New York" should appear on the bottle and package always in association with the word "Paris" or the words "Paris-New York" and that the words "Made in New York" should be just as prominently displayed and in type just as large as the word "Paris."

If, therefore, the defendant continued to use a Paris-New York label it would be impossible for any of the purchasing public to be deceived into the belief that the product of the defendant was a French perfume.

A copy of the order as signed by Judge Hand is published herewith and as this case is probably a forerunner of similar cases which will be brought by or on behalf of the French importers or perfumers, a careful reading of the order is desirable. If the order is not reversed on final hearing or by an appellate tribunal, it will mean that the word "Paris" can no longer be used in the United States on perfumes made in the United States unless under the very strict limitations mentioned in the order.

Mock & Blum were the attorneys for the plaintiff in the action.

Clarence G. Galston represented the defendant.

UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF NEW YORK.

At a Stated Term of the United States District Court held in and for the Southern District of New York, at the Post Office Building, Borough of Manhattan, City and State of New York, on the 18th day of March 1920.

(FRANCOIS JOSEPH DE SPOTURNO COTY,
Plaintiff,

—against—

FREDERICK H. SMITH, doing business as MIRO-DENA,
Defendant.

This cause having come on at the March Term of this court, and having been argued by counsel, upon due deliberation thereof it was

ORDERED ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick H. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any scent under the name, "L'Orea," or any scent in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any scent in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any scent in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word, "Paris" upon his scents except with the words "made in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell scent other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance from that of the plaintiff's "La Rose Jacqueminot."

Mch. 18, 1920. LEARNED HAND. D.J.



OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

An important meeting of the Executive Committee of the Flavoring Extract Manufacturers' Association was held in this city at the Pennsylvania Hotel on February 20. Those in attendance were as follows: C. D. Joyce, of Philadelphia, president; R. E. Heekin, of Cincinnati, first vice-president; L. B. Parsons, of New York, second vice-president; Gordon M. Day, of Milwaukee, third vice-president; L. K. Talmadge, of Springfield, Mass., secretary; F. A. Ross, of Charlestown, Mass., treasurer; F. P. Beers, of Earlville, N. Y.; F. L. Beggs, Newark, Ohio.

The members of the Scientific Research Committee also met with the Executive Committee. Besides Mr. Beggs, who is chairman of the committee, there were present: John L. Clawson, of Philadelphia; F. M. Boyles, of Baltimore; G. H. Redmond, of Chicago; B. H. Smith, of Brooklyn, N. Y.

The two committees held a joint session at which were discussed problems arising out of the enforcement of the prohibition laws. The Research Committee made a tentative report upon the question of the percentage of alcohol necessary for use in the manufacture of vanilla and other extracts.

Vanilla Crop in Guadeloupe.

Harvesting of the vanilla crop was expected to begin in January. In all probability this crop will not be so large as that predicted in former reports, since a great many beans have fallen from the veins. It is thought that a small insect which has been discovered on the plants may have undermined their strength, and active steps are being taken to combat the ravages of the pest. Vice Consul Lough reports that an American vanilla firm has recently established quarters in Guadeloupe in order to buy green vanilla and prepare it for the American market.

American Bottlers of Carbonated Beverages.

Resolutions condemning the use of saccharine in soft drinks and the present Federal tax on soft drinks were adopted at a meeting of the Executive Board of American Bottlers of Carbonated Beverages held in Washington on February 28. The board also decided upon Cincinnati, November 10 to 12, for the next national convention of the association, and elected Junior Owens, a Detroit newspaper man, as permanent secretary of the organization.

Jamaica Ginger Loses Extract Status.

It should be noted that under the National Prohibition Act, tincture of Jamaica Ginger heretofore classified as a flavoring extract has been withdrawn from this and is now classified as a medicinal preparation and must be made according to the requirements of the United States Pharmacopœia.

A New Certified Food Color.

The National Aniline & Chemical Co., Inc., announces the production of a new certified food color in plum shade, known as Plumna.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 6,501 to 6,600, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

6,502. Adulteration and misbranding of oil sweet birch and pennyroyal oil. Two defendants. Tried to the court and a jury. Verdicts of guilty. Each defendant fined $180 and costs.

Analysis of a sample of the first article showed that the product contained little, if any, pure oil of birch and was synthetic methyl salicylate containing a small amount of some other volatile oil. Analysis of the oil of pennyroyal showed it contained approximately 32 per cent of mineral oil.

6,528, 6,529, 6,532, 6,533, 6,537, 6,538, 6,541, 6,542, 6,543 and 6,555 all relate to the adulteration and misbranding of olive oil. The product was condemned and forfeited but released on bond.

STATE.

Connecticut.

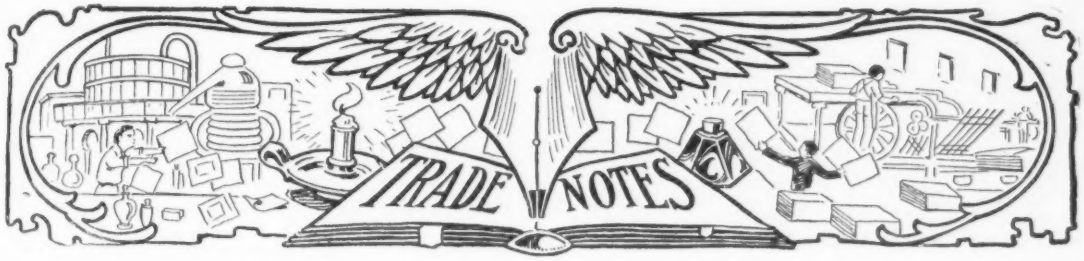
Bulletin 215 of the Connecticut Agricultural Experiment Station, New Haven, issued by Director E. H. Jenkins, deals exclusively with milk.

New York.

Dr. Royal E. Copeland, New York City Health Commissioner, has begun a campaign for the purpose of standardizing bread, cakes, all bakery products, synthetic or manufactured flavors, flavoring extracts and particularly beverages that have been flooding the drink market since prohibition went into effect. He says: "We shall take up also the matter of labels, which must state just what the packages, bottles, etc., contain."

Pennsylvania.

The 1919 report of the Bureau of Foods of the Pennsylvania Department of Agriculture submitted by Director James Foust, shows that it collected more than half a million dollars in licenses. The activities of the Food Bureau have grown rapidly since 1907, when Director Foust's report shows that the receipts of the bureau were $55,732.63. It was not until last year, however, that it reached $541,487.37. The enforcement of the laws during previous years had already brought about the breaking up of wholesale fraud and adulterations of staple prepared foodstuffs and the fines imposed in this connection are negligible in number. During 1919 samples collected by the agents and analyzed by the chemists of the bureau totaled 6,851, while the grand total for thirteen years is 91,512. Cases terminated last year amounted to 1,007 and for thirteen years 12,108. During the first two years of Mr. Foust's administration the bureau was not self-sustaining; now the receipts are more than six times the amount of the expenditures.



Mr. Justin Dupont, of the well-known French synthetic house bearing his name, arrived in New York, March 14, on the *France*, and will remain here about one month.

Mr. Dupont, whose newest photograph we reproduce herewith, announces on behalf of his company and of Roure-Bertrand Fils, of Grasse, that Mr. George Silver



JUSTIN DUPONT



GEORGE SILVER

has been appointed manager of the American branch of both concerns. Mr. Silver has been associated with these branches for fifteen years, and therefore in succeeding the late Mr. Edwin H. Burr, he brings to his new post a ripe experience. He is personally known to the leading perfume and soapmakers, and we are sure that his many friends join with us in felicitating him on his advancement.

Gomez & Sloan, New York, have received advices from Mexico to the effect that the vanilla bean crop will be larger than anticipated, probably about 200,000 pounds. The quality, however, will be inferior to last year's crop. It is expected that shipments will start the last of May, this being earlier than usual. Mr. D. S. Bravo, of this firm, recently returned from Mexico, and Mr. M. Muraite, of the export department, left during February for a trip to that country.

Persons having depreciated marks in their possession who are interested in disposing of them at the price originally paid can learn of a feasible way by addressing the Chemists' Club, secretary, J. R. M. Klotz, 120 Broadway, New York City.

Johnstown Chemical Co., of Johnstown, Pa., has changed its name to the Lee-Straus Co. There has been no change in ownership, management or policies. The new name is taken from the founders of the business.

Mr. and Mrs. Warren E. Burns expect to sail for France on the *Imperator* on April 10 and will be gone about two months. Mr. Burns is vice-president of Compagnie Morana, New York.

The Commonwealth Products Corporation of New York City, and Elizabeth, N. J., announce that they have secured the services of Mr. Albert Dumont, formerly head chemist in charge of the Antoine Chiris factories at Baus-Roux and La Bocca, France.

Previous to the European war, Mr. Dumont was selected by the Antoine Chiris interests to come to the United States, in order to start their factories in this country. He was, however, forced to return to France at the outbreak of the war, where he served his country in very important positions.



ALBERT DUMONT

With Mr. Dumont in charge, the Commonwealth Products Corporation hope in the very near future, to add several new and interesting articles to their present line of synthetic products.

Mr. P. A. Raby, of the Evergreen Chemical Co., 171 Broadway, has just returned from a trip of five weeks' duration through the south and middlewest. He has kept his partner, Mr. M. Friend, busy supervising the manufacturing and shipping in the meantime.

Mr. J. N. Limbert, the leading vanilla bean importer of Philadelphia, was a recent visitor in New York.

Mr. George S. Fowler, of Colgate & Co., New York, was one of the speakers at the dinner given March 6 in the Hotel Astor by the Six Point League in honor of the advertising agents doing business in New York City.

The American Manufacturers' Association announces that the Globe Soap Co., of Cincinnati; the Peet Bros. Manufacturing Co., of Kansas City, and Geo. W. Linn & Son, of Chicago, have been admitted as national members of the association.

The factory of the Chemical Research Co., 652 Summer street, Lynn, Mass., was destroyed by fire on February 28, with loss of $15,000.

Mr. Burton T. Bush, president of the Antoine Chiris Company, New York, on his return from a recent trip to France, gave the editor some idea of the development of the Antoine Chiris interests during the war. Naturally the firm entered actively into various war activities, not the least of which was the establishment of a large plant at Bauz-Roux, France, near the River Var in the lower Alps. Here a large supply of chlorine gas was manufactured. Power was obtained from the Var River, and a tnuuel of four miles in length was cut through the mountains in order to supply the turbine driven electrical generators. Since the close of hostilities this plant has been utilized in the manufacture of various chemical products.

The natural perfumery works at Grasse have been enlarged; and at Hanoi, Tonquin (Indo-China), a plant has been built for the distillation of Chinese oils.

The general technical dirtcion of all the European plants, with their varied problems of construction and manufacture is in the hands of M. Koehler, an engineering chemist of wide repute in France, and who has been associated with the Chiris interests for many years.

The American establishment has played an important part in the development of the firm's world-wide interests through its research departments at the Delawanna works. This department co-operates with the research department in Paris, and together many important problems have been worked out.

At Delawanna the works which were established some six years ago have been extended to cover several acres and there has been added also a special building for the manufacture of Capes Viscose.

The Chiris interests have also acquired ownership of the Standard Chemical Company, Bayonne, N. J., manufacturers of terpineol and other important synthetics, and we understand that this company will no doubt soon be operated under the name of the Antoine Chiris Co.

In this country the Antoine Chiris Co. has built up its chemical staff with young men from American universities and under the management of Mr. Burton T. Bush, president, is developing the American establishments along progressive lines.

The directors of V. Vivaudou, Inc., New York, have declared a quarterly dividend of 50 cents a share on the common stock, payable April 1 to stock of record March 15. An initial dividend of the same amount was declared three months ago.

Mr. Harry Pfaltz, son of Mr. Henry Pfaltz, president of Pfaltz & Bauer, Inc., New York, is now associated with the company in the essential oil and synthetic department. Mr. Pfaltz, Jr., spent two years in laboratories abroad studying the production of raw materials and for the last eighteen months has been in touch with American conditions among dealers and consumers.

A writer in the New York Tribune, discussing conditions in Cuba, says: "The only luxuries which can be purchased cheaper in Havana than in New York are perfumery and cigars. French perfume can be bought at half the price asked in the United States, if one finds the right shops. And $100 worth can be bought back duty free."

We are advised by Mr. A. L. Van Ameringen, of the pregressive essential oil and synthetic supply house that bears his name, 13 Gold street, New York, that Mr. H. R. Cary has been appointed general manager of the business. Mr. Cary has had very wide experience, having been connected with E. R. Squibb & Sons, New York, for ten years, the last few years as director of control laboratories. Mr. Cary is a graduate of the University of Michigan, and he has specialized in pharmaceutical specialties, essential oils and allied products. In his new capacity he will confer with and advise makers of toilet preparations regarding the therapeutic value of their products, and the manufacture and perfuming of all toilet preparations, lotions, hair tonics, creams, powders, etc. The business has made remarkable strides in the relatively brief time that has elapsed since Mr. Van Ameringen founded it. Before coming to this country from Holland, Mr. Van Ameringen was the manager of the synthetic perfume department of Polak & Schwarz, Ltd., Zaandam, Holland, and he is now their sole representative in the United States and Canada.



H. R. Cary

Mr. I. B. Loeb, for four years special factory representative of Fries & Fries, Cincinati, has been appointed manager of the New York branch of the firm. Formerly Mr. Loeb covered the entire United States on special matters, but will now give his time and attention entirely to the company's growing business in the East.

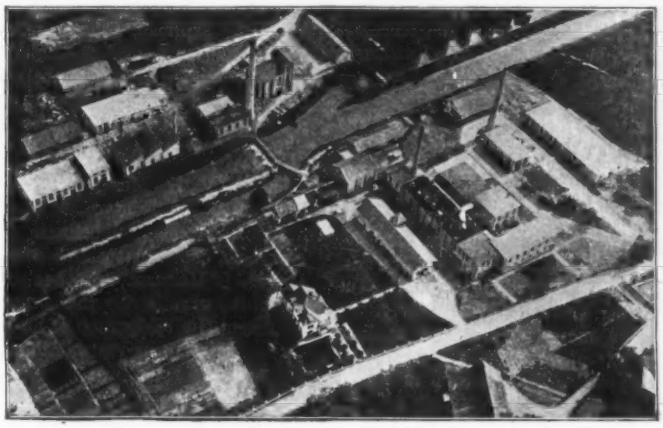
Mr. Herbert W. Farrell, vice-president in charge of the manufacturing department of Charles V. Sparhawk, Inc., New York, is recovering from an operation for a very serious attack of appendicitis. He is now at his home in Cranford, New Jersey, and expects to take a rest before resuming his arduous duties.

Mr. P. R. Dreyer of the essential oil department of Rockhill & Vietor, 22 Cliff Street, New York, has just returned from a seven weeks' trip through the Middle-west. Mr. Dreyer reports business as being not only very good, but the outlook for the balance of the year as even more encouraging. He reports that Rockhill & Vietor have installed an analytical laboratory for the analysis of essential oils and kindred products, and they will be glad to collaborate with makers of perfumes and soaps on their essential oil and allied problems.

Mr. Carl F. G. Meyer, president of the Meyer Bros. Drug Co., St. Louis, is a member of a committee on local arrangements to lay plans for the 1920 convention of the Mississippi Valley Association, which will be held in St. Louis April 20-21.

Mr. Edward Wise, president of the United Cigar Stores Co. of America, has been elected a director of V. Vivaudou, Inc., perfumers, New York City.

The unusual photograph that we produce herewith was actually taken from an airplane flying over the plant and grounds of Chemical Works "Flora," Dübendorf (near Zurich), Switzerland. Since the Editor visited the plant in 1911 very many additions have been built, and more are projected. The company is represented in the United States by O. A. Brown & Co., Inc., 99-101 Beekman street, New York, who also represent Hollands Distillery, Ltd., London, manufacturers of terpeneless essential oils for perfumes and flavors.



VIEW FROM AIRPLANE OF PLANT OF CHEMICAL WORKS "FLORA"

The various European manufacturers of terpeneless essential oils have enjoyed very good business in Europe, but the exploitation of these products in the United States and Canada has for some reason or other not made relatively good progress. The Brown Co. are making a special drive on these oils and expect substantial results, especially as shipments are coming forward in good shape. They report conditions in this respect as much improved with all their European principals.

Mr. A. G. Spilker, Chicago representative for Orbis Products Trading Co., New York, and other important supply houses was a recent visitor to New York.

Mr. Jos. DeLorme, president of DeLorme Holman Co., Chicago, sailed March 6 on the *Chicago* for Marseilles. He will be gone two months. The business of the company is growing and at a rapid pace, and Mr. DeLorme will arrange for additional raw material supplies of every character. Mr. DeLorme is one of the progressive members of the trade in the middle west and is very active in the Chicago Perfumery, Soap and Extract Manufacturers' Association, of which he is secretary and treasurer and one of the most enthusiastic members.



JOS. DELORME

Mrs. Bessie Moskowitz, of 611 East 169th street, New York, is suing a chemical company of Buffalo for $2,000. Mrs. Moskowitz alleges in her complaint, which was filed in the Bronx County Clerk's office, that about two months previously she purchased a bottled concoction which an advertisement said would remove freckles. She alleges that after using the liquid according to the directions she suffered from "rashes and itches and that her skin was marred and blemished beyond repair."

Installation of new machinery and general building alterations that will largely increase the output of the local plant of the Western Soap Co., have been undertaken. The plant, at 2529 Ninth avenue south, was purchased recently from the Seattle Soap Co. by the Western Soap Co., of Spokane.

W. J. Bernard, of the Seattle Soap Co., has purchased a warehouse at First avenue south and Holgate street. It is understood that a new soap manufacturing plant will be installed there.

Net sales of E. I. du Pont de Nemours & Co. for 1919, the first full year of peace activity since the end of the war, amounted to $105,437,932, as compared with $329,121,607 in the report of 1918. The net receipts of $43,098,074 in 1918 were equivalent to $67 a share on the common stock after provision for dividends on the debenture stock. The net in the report just issued was $17,682,991 and after the debenture dividends this was equivalent to $23.86 a share on the common.

Mr. Charles S. Fitzsimmons, son of Mr. C. J. A. Fitzsimmons, who is president of the Orbis Products Trading Co., New York, is now in France, visiting the perfumery raw material firms that the Orbis company represents. He sailed February 25, with Mr. C. H. Alker, manager of the department.



CHARLES S. FITZSIMMONS

The L. Kehlmann Co., 229 West 28th Street, New York, whose initial advertisement appears in this issue as an insert, are old established printers who specialize in high grade, plain and embossed work; box covers; labels in color, etc. The business was established in 1889 by Mr. L. Kehlmann, who is still the active head and president of the corporation. He was formerly a lithograph artist and is therefore familiar with every phase of the mechanical part of the work. Mr. Philip Kehlmann, secretary, is the active sales manager, and is in personal touch with the trade. The company has achieved a position of prominence in several other industries.

At the annual meeting of the Mme. Ise'bell's Toilet Manufacturing Co. held in Chicago Feb. 6 the president, Mr. A. W. Gentry, made a report showing the substantial growth in the year's business, which far exceeded expectations. He also stated that the prospects for the future were more than encouraging. Although moving into new quarters May, 1919, the company finds its floor space far too small for the volume of output and is seeking additional space in order to facilitate the increased demands for this line. Mr. W. J. King, general manager, was made also vice-president.

The A. P. Babcock Co., manufacturer of perfumery and toilet preparations, has moved its executive offices to 501 Fifth avenue, New York City, and its plant to East Rutherford, New Jersey. The growth of this company has been of extreme interest to many in the industry, but the public demand for Babcock's products during the last two years has been phenomenal. This has made it essential that the company expand its production facilities. The old plant, located for many years on West 14th street, has been abandoned for a more spacious one at East Rutherford, N. J. The executive offices are located at the busiest corner in the world, Fifth avenue and 42nd street.

Mr. H. Henry Bertram, treasurer of the company, stated in an interview that the company had for the last year been unable to accommodate the old plant to the growing demand for its product. He said: "In the purchase and remodeling of the East Rutherford plant, we have solved the production problem for at least the immediate future. We are already building an extension to the plant, and have sufficient land to expand further; so we hope to have built a home that will accommodate us for sometime to come. At any rate, we are now equipped to produce five times the capacity of the old plant, and in addition to this have effected many economies in manufacturing."

Justice Bijur, in the New York Supreme Court, has appointed John C. Wiarda temporary receiver of the assets and effects of the Raritan Chemical Works, on application of Innis, Speiden & Co., Inc., judgment creditor for $1,923.

Mr. Robert W. Smith, who is associated with Julian W. Lyon, chemical and essential oil broker, 99 Beekman street, has returned from a trip through Spain, Italy and France, where he made some important connections in addition to the foreign agencies already held by his firm.

Hamilton Mfg. Co., Seattle, Wash., has moved from 65 Marion street to 72 Columbia street, where it has one of the finest exclusive flavoring extract factories on the Pacific Coast. Mr. E. W. Hamilton is head of the business.

The plant of the Procter & Gamble Co., being erected on the outskirts of South Dallas, Tex., will be completed and ready for operation by the end of the summer or early in the autumn if the present rate of construction is maintained, according to representatives of the company in charge of the work. The cost of the buildings will reach $1,300,000. The machinery and other equipment will increase the cost of the units now under construction to more than $3,000,000.

T. C. Wheaton Co., Millville, N. J., the well-known perfume bottle makers, show a very striking illustration of their plant in their advertisement in this issue.

A thousand employes of the Procter & Gamble shops with their families attended the fifteenth semi-annual dividend-day celebration of that concern at Masonic Temple, Kansas City, Kansas, on Feb. 28. Following a brief address by F. F. Skillman, general superintendent of Cincinnati, the meeting adjourned to Eagles' hall, where a dance was held. A large majority of the employes hold stock in the company and all were urged to increase their holdings by the various officials who spoke.

Dr. A. V. H. Mory, formerly chief chemist of Sears, Roebuck & Co., Chicago, has been appointed administrative head of the chemical division of Procter & Gamble Co., Ivorydale, Ohio. Associated with Dr. Mory in this work is Mr. H. J. Morrison, who has been appointed special and consulting chemist for the company. Mr. Morrison's appointment is a recognition of his well-known, broad experience covering many years in the technology of soap and allied products.

The Diamond State Fibre Co., of Bridgeport, Penn., is erecting a new mill at its Bridgeport plant. The new mill will greatly increase the company's production of glassine paper. This company manufactures the well-known Diamond—F Protective Papers—Glassine, Parchmoid, Vegetable Parchment, Rubber Parchmoid, Filter Paper, and Greaseproof. At the present time all of these papers are made at the company's mills located at West Conshohocken, Penn. In addition to this plant, the Diamond State Fibre Co. operates mills and factories located at Bridgeport, Penn.; Elsmere, Del., Chicago, Boston, Toronto, London, England, and Maidstone, England.

Louis F. Berndt, a Philadelphia manufacturer of hair tonic and perfumes was held in $1,000 bail by Magistrate Mecleary recently, on a charge preferred by Fenton Haynes of the Pennsylvania Department of Health that he used wood alcohol in compounding them.

The Alfred H. Smith Co., toilet preparations, is listed among the members of the Thirty-fourth Street Board of Trade, which is agitating a belt line subway around the shopping district of Manhattan Borough, New York City.

Gibson-Snow Co., Inc., of Albany, N. Y., wholesale druggists, has increased its capitalization from $1,200,000 to $2,700,000.

Palmolive Co. of Milwaukee, Wis., has purchased the corner plot containing 20,000 square feet with railroad siding, at the junction of Meadow street, Creek street and Nott avenue, Long Island City (New York City), and overlooking the Sunnyside Yards of the Long Island Railroad. The company will erect a four-story concrete office and warehouse building.

Louis Philippe, Inc., now located at 318 West 23d street, has closed a selling contract with Park & Tilford, New York, who will handle the Philippe creams and powders.

Mr. Ben Elson, of Elson & Brewer, Inc., New York, and Mrs. Elson spent two months at St. Petersburg and Bellair, Florida. Mr. Elson is back in New York feeling very well, and may leave soon for France.

Mr. Ben Kronish, of Adolph Klar, Paris and New York, has just returned from a European trip, and when interviewed by a representative of THE AMERICAN PERFUMER, volunteered the information that his firm, as a result of the trip, will be in a position soon to announce that they had taken over the entire manufacture and sale of one of the foremost Parisian perfumers and that as a result they would have a new line of imported toilet and perfumery articles of every character to offer to the American trade. For business reasons, the name of the brand is not now disclosed. The firm of Adolph Klar will continue to manufacture in the United States a complete line of toilet preparations including rouges, face powder compacts, nail sticks, eye brow pencils, lip rouges, etc., both under the Darling trade mark name and also the private brand.

Mr. J. Ellerstein, who has been with this firm for some time, has been promoted to the position of sales manager of the American-made goods and Mr. Ben Kronish will have entire charge of the imported preparations.

The Owl Drug Co. has been seeking a location in Berkeley, Cal., for many years and recently succeeded in getting one through the purchase of Farley's Pharmacy at Bancroft and Telegraph—at the very gates of the University of California, the West's greatest educational institution.

The Davis & Lawrence Co. expect to move from their present premises at 10 Christopher street, New York City, on or about May 1, to their new and up-to-date laboratory at 238th street and Bronx boulevard. Rapid developments in both domestic and foreign trade have made it essential for this company to add very largely to their facilities for turning out pharmaceutical preparations, medicines, flavoring extracts and similar goods.

The National Aniline and Chemical Co., Inc., has announced that it has withdrawn from the jobbing of all goods not of its manufacture. The sales efforts of this organization will be confined to products which are produced in its own factories such as dyestuffs, intermediates, food colors, coal tar drugs and related products. This step is taken for the purpose of accomplishing effective concentration on the constantly growing dyestuffs and allied organic products business.

Consul Theodore Jaeckel has cabled from Bordeaux that samples for the Bordeaux Fair which will be held June 5 to 20 will be admitted by the French customs authorities under bond, free of duty, or upon payment of the duty, which will be refunded upon reexportation of the samples. The Compagnie General Transatlantic will return the samples to the United States without charge. Embargoes against the exportation of goods will not apply to samples. All particulars regarding shipments and space may be obtained from A. D. Straus & Co., 18 Broadway, New York City, the official representatives of the fair committee.

Fire in the Kernelgritt Soap Co.'s plant, 4526 Germantown avenue, Philadelphia, on March 1, did damage estimated at $5,000 by Julius Leisel. Cause was unknown.

M. J. L. Hopkins, president of J. L. Hopkins & Co., dealers in crude drugs and materials for toilet requisites, New York City, is on his annual hunting trip in the South. He expected to visit Palm Beach before returning home.

Perfumeries valued at $404,834 cleared from New York during December for foreign countries. Shipments to Australia were valued at $50,675; to Brazil, $30,040; to British South Africa, $24,232; to Cuba, $62,772; to Peru, $18,826.

"Musk," a drama by Leonie de Souiny, imported from Europe by Messrs. Dodge & Pogany, the producers, had its New York premiere at the Punch and Judy Theatre on March 13. Antoinette, the vampire, has an apparent penchant for perfumery, which is an unusual fad for really bad intentioned persons, but Antoniette is not truly bad and the trail of perfumery through "Musk" helps to develop some exceedingly interesting situations. On the whole the drama is appetizing in a way.

Mr. William G. Reed has been selected to take charge of the vegetable oil department of the Pacific Trading Corporation of America, 90 West street, New York, which deals in oils. He was formerly with Elbert & Co.

Knox Chemical Co., 314 West Jackson avenue, Knoxville, Tenn., has just placed the "Bella Knox" line of perfumes and toilet preparations on the market. This is one of Knoxville's newest industries and is owned and operated by Knoxville people. The officers of the company are: F. S. Breeden, president; A. M. McCloud, vice-president; and R. Rex Wallace, secretary and treasurer. The laboratories are in charge of Filippo Bianchi, an Italian chemist who has had sixteen years experience. Signor Bianchi was educated in Europe. He is a graduate of the University of Naples and has made an extensive study of the manufacture of perfumes and toilet preparations in France and Italy. Since coming to America, Signor Bianchi has been associated with some of the most widely known perfumers of this country. The sales and advertising departments are under the supervision of Will D. Bailey.

The New York Drug and Chemical Club elected new members to its Board of Governors for the coming year at the annual election held at the club, 100 William street, on February 19. The following were elected for the term ending February, 1923:—William F. Hencken, Charles A. Loring, Saunders Norvell, Romaine Pierson, Willis O. Robb, Randall O. Walker and Frederic C. White. Later the Board of Governors met and elected as president Dr. William Jay Schieffelin, president of Schieffelin & Co., New York; treasurer, Raymond E. Jones, and secretary, William P. Young.

The National Fruit Flavor Co., 1051 Constance street, New Orleans, was among the exhibitors at the Mississippi Valley and Southwestern Regional Exhibition held in St. Louis in January.

Garrett & Co., Inc., manufacturers of the Virginia Dare wine and flavoring extracts, of this city, have begun the erection of a plant at Union and Brown avenues, St. Louis, as a western branch of the main factory here. Mr. Paul Garrett, president of the company, estimates the investment in building and machinery will be about $750,000. It will be ready for operation about June 1. The company manufactures its wine according to what may be called the Volstead formula. The alcoholic surplus over one-half of one per cent in the wine is used in the manufacture of flavoring extracts. The company, which is capitalized at $2,000,000, began business in 1835 and moved its main establishment in 1916 from Virginia to New York City.

Fire on February 18 did about $5,000 damage to the establishment of G. H. Lowell, importer of spices and dealing in flavoring extracts also, at 42 Hudson street, this city. Burning spice fumes hampered the firemen.

Announcement of an immediate campaign to obtain 2,000 members for the newly organized Polish-American Chamber of Commerce of the United States, just granted a charter, has been made public. It is estimated that there are more than 4,000,000 Polish-American citizens in this country. Charles W. Rainke, president of the American Association for the Relief of Polish War Victims, who is secretary of the Polish-American Chamber of Commerce of the United States, stated that the association would have offices both here and abroad. The headquarters of the body are in the Park Row Building, New York City.

Mr. W. W. Cheatham, southeastern representative of the Allen B. Wrisley Co., Chicago, has been making a strong campaign in his district for Olivilo soap. Some of his window displays have been pictured in the papers.

Among the hundreds of firms cited by him as desiring to trade with Soviet Russia, when Ludwig C. A. K. Martens, the republic's "ambassador" appeared before the Senate investigating committee at Washington, were B. T. Babbitt, Inc., Colgate & Co., and the Palmolive Co.

Mr. J. A. Ashley, employment manager of Procter & Gamble, spoke on "Songs, in Both Solo and Chorus," at the recent Employment Managers' Council held at the Kansas City (Mo.) Chamber of Commerce.

The National Aniline and Chemical Co., Inc., has reduced the number of directors from sixteen to twelve, and the board has appointed Orlando F. Weber as president, chairman of the board and chairman of the Executive Committee. The former directors who were not re-elected are I. Frank Stone, Robert Alfred Shaw and Eugene Meyer, Jr. The vice-presidents for 1920 are Dr. W. G. Beckers, J. W. Newlean, a new officer in the company, who has been identified with the American Railway Express Co.

The changes from last year's official list are the following: O. F. Weber succeeds Henry Wigglesworth as chairman of the Executive Committee; William H. West is acting treasurer in place of Henry I. Moody; H. F. Atherton succeeds William T. Miller as secretary; R. V. Mahon takes the place of Walter E. Rowley as assistant secretary.

The annual meeting of stockholders was held Feb. 16, when the following Board of Directors was chosen; Orlando F. Weber, H. H. S. Handy, W. N. McIlravy, Dr. W. G. Beckers, Dr. L. C. Jones, C. S. Lutkins, Henry Wigglesworth, W. J. Matheson, T. M. Rianhard, Dr. R. C. Taggesell, F. M. Peters.

The following is the full list of officers appointed by the Board of Directors: President, chairman of the board and chairman of the Executive Committee—O. F. Weber. Vice-presidents, Dr. W. G. Beckers, J. W. Newlean. Acting treasurer, Wm. H. West. Secretary, H. F. Atherton. Assistant treasurers, H. S. Trott, T. S. Baines. Assistant secretary, R. V. Mahon.

A quarterly dividend of 1¾ per cent for the period ending March 31, 1920, was declared on the preferred stock, payable April 1, 1920, to preferred stockholders of record at the close of business on March 15, 1920.

Colgate & Co. is now making a soap paste for mechanics' use for which advantages are claimed. The company wants all motorists to have a full size can to try themselves at Colgate's expense and it offers every driver who will send last year's license card to the firm's New York office, 199 Fulton street, along with the name and address, a can of Colgate's Mechanics' Soap Paste postpaid and gratis.

Colgate & Co.'s Florida and Georgia Octagon soap salesmen were photographed recently when all happened to be at the district headquarters in Atlanta. Included were Mr. A. E. McCann, the manager; Messrs. C. A. McFeeters, W. O. Milton, Jr., E. H. Sessamen, J. Y. Weber, H. B. Oetjen, H. R. Ray, S. V. Klein, J. E. Harris, C. B. Voorhees, D. F. Regal, E. D. Caldwell, B. W. Moore, S. B. Lathem, W. E. Hutchinson.

Mr. E. M. Allen, recently of Chicago, has been elected president of the Mathieson Alkali Works, Inc., taking the place of Mr. E. E. Arnold, resigned. Mr. F. B. Richards, formerly assistant treasurer, has been made secretary and treasurer, taking the place of Mr. J. R. Gladding, resigned. All of the operating departments of the company have been put under the charge of Mr. Max Mauran, vice-president, who will have Col. Charles A. Vaughn as manager of the Niagara Falls Works, and J. H. McMahon as manager of the Saltville, Va., Works. The general offices, now located at Providence, R. I., will be moved to New York March 1, the company having leased quarters at 25 West 43d street.

Sioux City Soap Co., Sioux City, Iowa, which was organized last autumn with capital stock of $750,000, has had plans prepared for a plant which will cost $400,000. For use in the manufacture of various grades of soap the company has already contracted for the grease to be procured from fifty rendering plants in Sioux City territory. Officers of the new enterprise are: George A. Buchanan, formerly of the Isaac Winkler Co., Cincinnati, president; H. F. Snell, formerly of Swift & Co., vice president; O. D. Pettit, cashier, First National bank Sioux City, treasurer; E. W. Klempmauer, formerly of Swift & Co., secretary, J. G. Sibert, Sioux City, director.

The American Soap Co., of Cincinnati, has increased its capital stock from $10,000 to $50,000.

An Industrial Democracy, giving 300 employes direct representation and a voice in the management of the factory, is now in full and successful operation at the B. T. Babbitt soap works, North Bergen, N. J. A "House of Representatives," consisting of fifteen employes, elected by popular choice and secret ballot; a "Senate," composed of foremen of the plant, similarly elected, and a "Cabient," composed of officials of the company constitute the machinery.

The plan, started last September, has developed a closer spirit of co-operation among the employes, who with a direct interest in the management of the plant, and sharing in the "service dividends," are working as part owners of the company. H. M. Thayer, works manager, suggested the industrial Democracy to the employes of the plant at a mass meeting, held on the grounds of the factory. Unanimous indorsement was given and plans made for the first election.

The first bill, House Bill No. 1, was passed by the "House of Representatives" on the first day of that body convening. It called for a salary increase of ten per cent. The "Senate" gave the bill unanimous indorsement and the bill went to the "Cabinet," presided over by S. W. Eckman, president of the company. The bill was sent back for further consideration. The measure went to the "Ways and Means Committee of the House of Representatives," who made a tour of all the large industrial plants of Hudson County, comparing wages and working hours.

On the return of the "Ways and Means Committee," the bill was again passed, received another indorsement by the "Senate," and was then approved by the "Cabinet," the new wage scale going into effect.

The latest bill, now in action, is House Bill No. 8, calling for the abolition of all agitators within the plant and making it mandatory that "Reds" or other agitators be discharged upon discovery, this action being placed directly up to the foreman. The bill, couched in legal phrases, states that no form of Bolshevism or other "ism" be tolerated. This bill passed both the "Senate" and "House of Representatives." The "Cabinet" is now sending it back for revision of the machinery of operation of the bill.

The constitution of the Industrial Democracy is based upon justice, co-operation, economy, energy and service. The meetings of the "House of Representatives," every Monday morning, are held in a place that affords complete privacy, with no restrictions, and the meetings are held on the company's time.

A "service dividend" is earned by reduction of cost of operation. This dividend is divided fifty-fifty between the company and the employes, the employes' share being paid on salary percentage basis. A group life insurance plan is in operation for the beneät of the employes, and recently a lunchroom was opened, meals being served at actual cost, not including cost of service or other overhead expense.

A "safety first" plan has been organized. In every room of the many buildings on the grounds are hung signs, with the four cornerstone principles of the Industrial Democracy printed in large type, while smaller signs are in conspicuous places with the words, "Justice," "Co-operation."

Returns indicate that 945 new enterprises were incorcorporated under the laws of the principal States in February, with an authorized capital of $1,158,861,000, comparing with a total of $323,635,000 in the same period a year ago, when less than 500 companies were organized.

NEW PUBLICATIONS, PRICE LISTS, ETC.

Guis, Scaccianoce & Co., Palermo, Italy, send us their February 15 market report of olive oils, olive oil foots and lemon, orange and bergamot essential oils.

La Meda Mfg. Co., 103 East Garfield Boulevard, Chicago, sends us a neat little vest pocket folder extolling the merits of their La Meda cold creamed powder, which was patented recently and for which the claim is made that it is a distinct advance in the cosmetics industry.

Digest of comments on United States Pharmacopeia and National Formulary.—We have received from the Hygienic Laboratory of the United States Public Health Service, Washington, D. C., Bulletin No. 118, covering the calendar year 1915 and Bulletin No. 119, for the year 1916. The former contains 450 pages and the latter 316 pages. Both were prepared and edited by A. G. DuMez, who has done his work efficiently and satisfactorily. Both are replete with information of much value to those interested and they can obtain copies from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 20 cents per copy.

George H. Schafer & Co., manufacturing pharmacists, Fort Madison, Iowa, sends us a circular regarding their new preparation U-Lavo for shaving. The advantages claimed are that no soap, no brush, no water, nor a towel is required, the razor being the only thing needed except U-Lavo for the operation of shaving.

"Transatlantic Trade," for January, Vol. 1, No. 1, published by the American Association of Commerce and Trade, Berlin, has just been received. It is to be issued monthly in the interests of the American exporter, importer and manufacturer. Its office is in the Equitable Building, 59-60 Friedrichstrasse, Berlin W-8. This journal starts its career with an interesting table of contents and it should occupy an important place in reestablishing relations between Germany and the United States. The Legal Department contains a timely article on the "Establishment and Taxation of American Firms in Germany."

Frank Z. Woods Co., 180 North Market street, Chicago, issues a single March calendar with the legend: "Don't stare up the steps of success, but step up the stairs."

American Book Co., New York, sends us a neat and attractive school calendar for 1920.

Gomez & Sloan, Inc., 136 Liberty street, New York, is sending out a fine three months' calendar, illustrated with a color painting "Midst Murmuring Pines."

Seydel Mfg. Co., manufacturing chemists, 86-100 Forrest street, Jersey City, has issued an instructive little booklet on "Benzoates; Their Physical and Chemical Characteristics, Therapeutic Indications, Dosage, etc."

Charles Ross & Son Co., manufacturer of mills and mixers, 148-156 Classon avenue, Brooklyn, is sending out a half-century catalogue of its products to celebrate the anniversary. The catalogue sets forth concisely and clearly the merits of the machines manufactured by the firm.

Advertising Is a Valuable Asset

(From Julius Schmid, Inc., Toilet preparations—Drug Sundries, New York.)

Just a few words to inform you that we consider our advertising in your paper a valuable asset to us. It has brought us much prestige and it has put us before the American perfumers just as we hoped to be presented.

NEW INCORPORATIONS.

Appolina Laboratories, Brooklyn Borough, New York City, to make dental toilet preparations, $20,000 capital stock, has been incorporated by M. F. Egan, S. E. Ginsberg, I. Bernstein, 51 Chambers street.

La France Laboratories, Manhattan Borough, New York City, toilet articles, $21,000 capital stock, has been incorporated by J. D. Anderson, S. Markan, J. Egerman, Yonkers.

Kaimensi Beverage Corp., manufacturer of non-alcoholic beverages, etc., $2,000,000 capital stock, has been incorporated in Delaware by Philip L. Garrett, Alex Johnson, F. E. Sterling, Wilmington.

Peris Soap Products Co., $300,000 capital stock, has been incorporated in Delaware by Artemas Smith, Martin E. Smith, Samuel A. Parrott, Wilmington.

Forrest-Lydiard Co., Boston, Mass., flavors and syrups, $30,000 capital stock, has been incorporated by Frederic S. Lydiard, Edwin Forrest, Edward B. Caiger.

Bonat Products Co., Manhattan Borough, New York City, hair goods and toilet articles, $100,000 capital stock, has been incorporated by S. and P. Bonat, J. G. Bragman, 619 West 143d street.

Ritz Soap Co., New York, to manufacture and deal in soaps, perfumes, chemicals, etc., $200,000 capital stock, has been incorporated in New Jersey by Marie S. Federaman, 48 St. Nicholas avenue; Edward A. Jarvis, 95 William street, and Charles D. Sprung, 144 Columbia street, New York City.

Ferdinand Strauss, Inc., toilet articles, which has been chartered in New Jersey to operate from East Rutherford, N. J., with Edward M. Spear, of Trenton, N. J., as agent, is a New York corporation with $100,000 capital stock. The incorporators are Ferdinand Strauss, 36 St. Andrew's Place, Yonkers, N. Y.; Louis Marx, 250 De Kalb avenue, Brooklyn, N. Y., and Paul C. Wolff, 141 Broadway, New York City.

Everett-Gould, Manhattan Borough, New York City, make soaps and perfumes, $30,000 capital stock, has been incorporated by J. A. Davis, W. W. Opperman, H. B. Weinberger, 1,619 Mayflower avenue, Bronx.

Parfumerie Vernay, manufacturer of soaps, etc., has been incorporated under the laws of Delaware with a capital of $100,000.

Sunshine Soap Co., has been incorporated under the laws of Delaware with a capital stock of $2,500,000.

Karpen Products, of Manhattan Borough, New York City, toilet preparations, $5,000 capital stock, has been incorporated by L. Golden, H. C. Karpen, O. S. Zimmerman, 5 Columbus Circle.

Reading Extract Co., $100,000 capital stock, has been incorporated in Delaware by Lawrence C. Briggs, Dr. Rudolph Pabeska, Reading, Pa.; W. A. Baer, East Greenville, Pa.

Nu-Life Beauty College, Manhattan Borough, New York City, hair dressing, $5,000 capital stock, has been incorporated by E. B. Hamilton, M. Brown, A. C. Powell, 227 West 136th street.

Tipco Products Corp., Wilmington, soaps, washing powders, etc., $2,500,000 capital stock, has been incorporated in Delaware by T. L. Ernst, L. S. Dumensil, J. Meehan, all of New York.

Spott-Off, Inc., to deal in trademarks, rights, franchises, licenses, and in chemicals, perfumeries and proprietary articles. $10,000 capital stock, has been incorporated in New York State by J. Stanley Hoyt, Harris E. Skinner, of Yonkers; Gerald R. Slavin, William H. Gough, of Elmhurst.

Wolf Creek Soap Co., Dayton, Ohio, $10,000 capital stock, has been incorporated by William and Mrs. Anna Schauder.

U. S. Wax Corp., to make soap and candles, $25,000 has been incorporated in New York State by Salvatore Savarese, 103 Leonard street; H. T. Rosenfeld, 1512 Union street; Abraham Honig, 1527 Forty-fourth street, Brooklyn, N. Y.

IN MEMORIAM FOR DEPARTED FRIENDS.

Blocki, Fred W., son of John Blocki, of John Blocki & Son, perfume manufacturers, Chicago, March, 1919.

Brucker, Carl, senior member of Fritzsche Brothers, New York, March, 1913.

Dalley, Henry, retired perfumer and one of the founders of the M. P. A., West Redding, Conn., March 9, 1916.

Dohme, William F., of Sharp & Dohme, pharmaceutical manufacturers, Baltimore, March, 1913.

Drexel, Frank F., perfumer for the William H. Brown & Bro. Co., Baltimore, Md., March, 1917.

Ferguson, James A., soaps, Louisville, Ky., March, 1915.

Fox, Henry C., of H. C. Fox & Sons, glass bottles, Philadelphia, March, 1910.

Guild, Frederick A., in charge of making toilet preparations and perfumes, Colgate & Co., March, 1909.

Hazelhurst, Major Charles Whiteway, soaps, England, March, 1912.

Holcke, Robert A., barbers' supplies, Brooklyn, N. Y., March, 1917.

Kirk, James A., president of J. S. Kirk & Co., soaps, Chicago, Ill., March, 1907.

Layman, Charles Noel, of Wright, Layman & Umney, essential oils, London, England, March, 1910.

Lunt, James Cammett, soap manufacturer, Portland, Me., March, 1915.

Lyon, Dr. Israel, toilet supplies, Englewood, N. J., March, 1907.

Merle, Augustin, of Bruno Court, Grasse, France, Compagnie Morana, American representative, March, 1918.

Munton, Charles, associated with Augustin Merle, proprietor of Bruno Court, Grasse, March 5, 1916.

Olcott, George N., son of George M. Olcott, Dodge & Olcott Co., New York, March, 1912.

Poole, Thomas S., soaps, Denver, Colo., March, 1913.

Ricksecker, Theo., former president Manufacturing Perfumers' Association, New York, March, 1919.

Riker, William B., perfumery, New York, March, 1906.

Rippey, William, manufacturer of flavoring extracts, Cincinnati, Ohio, March, 1917.

Rockhill, Clayton, of Rockhill & Vietor, New York, March, 1918.

Rogers, George L., soap manufacturer, Centerdale, R. I., March, 1917.

Shedd, Freeman B., Lowell, perfumes, March, 1913.

Stuart, Francis F., flavoring extracts, Niagara Falls and Toronto, Ont., March, 1914.

Tenney, Henry W., proprietor of the Warren Soap Mfg. Co., Canton, March, 1916.

Williams, James Baker, founder of J. B. Williams & Co., Glastonbury, Conn., March, 1907.

Woodley, George F., Jr., Woodley Soap Manufacturing Co., Boston, Mass., March, 1912.



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted."

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

TRADE-MARK REGISTRATIONS APPLIED FOR.

102,351.—Julius Schmid, Inc., New York, N. Y. (Filed March 22, 1917. Used since Jan., 1912.)—Face-Powders, Talcum Powder, Compacts, Lip-Salve, Lip-Rouge.

107,777.—Southern Extract & Spice Co., Greenville, S. C. (Filed Dec. 5, 1917. Used since Oct. 18, 1917.)—Flavoring Extracts for Ice-Cream, Jellies, Pastry, Custards.

114,266.—Peter Daski, Ottawa, Canada. (Filed Nov. 21, 1918. Used since July 1, 1918.)—Hair-Tonic.

114,306.—Florence N. Lewis, New York, N. Y. (Filed Nov. 21, 1918. Used since 1917.)—Cake Face-Powder Used for the Complexion.

114,931.—Chas. T. Stork & Co., Inc., New York, N. Y. (Filed Dec. 31, 1918. Used since September, 1918.)—Intermediate Dye Stuffs, Ethyl, Alchohol, etc.

116,380.—Glover R. Hawkins, Lexington, Mo. (Filed March 7, 1919. Used since Jan. 1, 1918.)—Hair-Grower, Pressing-Oil, Temple-Oil, and Hair-Dye.

116,796.—The Remiller Company, New York, N. Y. (Filed March 21, 1919. Used since Oct., 1917.)—Soaps in Liquid or Cake Form, Shaving Preparations-Namely, Cream, Powders, and Soap Sticks.

116,826.—Western Chemical Company, Los Angeles, Calif. (Filed March 22, 1919. Used since Nov. 20, 1918.)—A Detergent Powder Used for Cleaning Tile, Marble, Cement, Porcelain, or Painted Surfaces and as a Scouring-Powder for Metallic Utensils.

118,272.—The National Sulfern Soap Company, Denver, Colo. (Filed May 8, 1919. Used since November, 1913.)—Soap in Bar, Powdered, or Paste Form for the Toilet, Laundry, Bath, and Household Use.

120,916.—Goodrich Drug Company, Omaha, Nebr. (Filed July 25, 1919. Used since May 15, 1919.)—Talcum Powder, Face-Powder, Massage-Cream, Rouge, Toilet Water, Perfume and Sachet-Powder.

121,435.—Chester Ware Albright, Indianapolis, Ind. (Filed Aug. 9, 1919. Used since June 2, 1919.)—A Saponaceous Preparation in Powdered Form.

121,763.—Farmer Bros., Los Angeles, Calif. (Filed Aug. 18, 1919. Used since July 10, 1918.)—Flavoring Extracts of Pure Vanilla, Pure Orange, Pure Lemon, Pure Almond, Imitation Nectar, Imitation Strawberry, and Imitation Banana, Said Extracts Being Used for Food Purposes.

121,892.—Lindo Fairchild Fow, Jenkintown, Pa. (Filed Aug. 22, 1919. Used since May 15, 1919.)—A Face-Lotion.

122,140.—Talcum Puff Company, New York, N. Y. (Filed Aug. 29, 1919. Used since June 3, 1919.)—Talcum Powder.

122,161.—Fats and Oils Service Company, New York, N. Y. (Filed Aug. 30, 1919. Used since June 9, 1919.)—Vegetable and Animal Oils and Fats for Food Purposes, and Particularly Cocoanut-Oil, Corn-Oil, Cotton-Seed Oil, Fish-Oil, Hydrogenated Oil, Lard, Lard Substitute, Linseed-Oil, Oleo-Stearin, Oleomargarin, Palm-Kernel Oil, Peanut-Oil, Soy-Bean, Tallow and Olive-Oil.

122,409.—Frederick Stearns & Co., Detroit, Mich. (Filed Sept. 6, 1919. Used since Aug. 29, 1919.)—Toilet Soaps.

122,803.—The American Cotton Oil Company, New York, N. Y. (Filed Sept. 18, 1919. Used since Dec. 24, 1900.)—Edible Vegetable Oil.

122,918.—William B. Smythe, Lynn, Mass. (Filed Sept. 19, 1919. Used since April 1, 1919.) Cleaning-Paste and a Preparation with a Sand Base Containing Soap, Borax and Lye, which Form a Paste to be Used in Cleansing the Hands.

123,003.—The Tipp Whip Company, Tippecanoe City, Ohio. (Filed Sept. 22, 1919. Used since Aug., 1898.)—Liquid and Paste Shampoos.

123,195.—H. L. Baker & Co., Rochester, N. Y. (Filed Sept. 26, 1919. Used since July 1, 1919.)—Toilet Preparations-Namely, Perfumes, Toilet Waters, Cold-Creams, Talcum Powders, Face-Powders, Brilliantines, Nail-Polishes, Nail-Enamels, Nail Bleaches, Foot Powders, Rice Powders; Also Cosmetics-Namely, Eyebrow-Pencils, Lip-Sticks, Pomade Rouges, Tablet Rouges, Liquid Rouges, Cosmetic Brilliantine, Mascaro, Petroleum Jelly, Which are Also Known as Stage and Street Make-Up.

123,659.—Wellman-Peck & Co., San Francisco, Calif. (Filed Oct. 10, 1919. Used since prior to 1895.)—Olive-Oil, Food-Flavoring Extracts-Namely, Lemon, Vanilla, Almond, Celery, Clove, Cinnamon, Nutmeg, Orange, Peppermintt, Rose, Wintergreen.

123,737.—Sarah Helm, Indianapolis, Ind. (Filed Oct. 13, 1919. Used since Aug. 1, 1919.)—Hair Preparations—to wit, Hair-Growers, Shampoo, and Pressing-Oil.

123,766.—Andrew Viduseck, Bellevue, Pa. (Filed Oct. 13, 1919. Used since March 1, 1919.)—A Hair-Salve.

123,787.—Alfonson Carreras, London, England. (Filed Oct. 15, 1919. Used since Nov. 1, 1918.)—Tooth-Paste.

123,891.—Frank A. Gray, Kansas City, Mo. (Filed Oct. 17, 1919. Used since about March 1, 1919.)—A Powder to be Used in Making a Face-Cream.

124,041.—Herman J. Bosch, New York, N. Y. (Filed Oct. 21, 1919. Used since 1914.)—Nail-Polish, Brilliantine, and Cuticle-Cream.

124,102.—Grand Union Tea Company, Brooklyn, N. Y. (Filed Oct. 23, 1919. Used since about June 23, 1919.)—Talcum Powder.

124,299.—Di-Testa Company, New Haven, Conn. (Filed Oct. 29, 1919. Used since July 15, 1919.)—Salve for Scalp Maladies.

124,381.—The Agra Company, Detroit, Mich. (Filed Oct. 31, 1919. Used since July 1, 1918.)—Talcum Powders, Face-Powders, Toilet Waters, Perfumes, Cold-Creams, and Vanish-Creams.

124,662.—Eugene Ogur, Jersey City, N. J. (Filed Nov. 7, 1919. Used since Aug. 1918.)—Shampoo and Hair-Tonic.

124,664.—The Procter & Gamble Company, Cincinnati, Ohio. (Filed Nov. 7, 1919. Used since May 8, 1915.)—Soap.

124,666.—Frederick R. Parker, Chicago, Ill. (Filed Nov. 7, 1919. Used since Mar. 16, 1913.)—Cold-Cream.

124,704.—James A. Aicardi & Sons, Boston, Mass. (Filed Nov. 10, 1919. Used since about May 1, 1918.)—Olive-Oil.

124,819.—The Skowho Company, Spokane, Wash. (Filed Nov. 12, 1919. Used since Oct. 4, 1919.)—Liquid Face-Cream

126,137.—Page-Connell Coffee Company, St. Joseph, Mo. (Filed Dec. 16, 1919. Used since Jan., 1914.)—Flavoring Extracts for Foods.

TRADE-MARK REGISTRATIONS GRANTED.

129,312. Soda-Ash, Crystals of Soda, Caustic Soda, Monohydrate Crystals, and Calcium Chlorid. The Solvay Process Company, Solvay, N. Y. Filed November 17, 1917. Serial No. 107,444. Published January 22, 1918.

129,320. Food-Flavoring Extracts. American Laboratories Incorporated, Richmond, Va. Filed June 2, 1919. Serial No. 119,098. Published November 25, 1919.

129,324. Tooth-Powder. The Austen Cologne Company, New York, N. Y. Filed August 15, 1919. Serial No. 121,687. Published December 2, 1919.

129,328. Certain Named Toilet Preparations. Romildo Bianchi, New York, N. Y. Filed June 16, 1919. Serial No. 119,632. Published December 2, 1919.

129,341. Toilet Powders. E. Gal, Sociedad En Comandita, Madrid, Spain. Filed June 19, 1918. Serial No. 111,664. Published May 6, 1919.

129,342. Toilet Lotions. E. Gal, Sociedad En Comandita, Madrid, Spain. Filed June 19, 1918. Serial No. 111,665. Published May 6, 1919.

129,343. Toilet Extracts. E. Gal, Sociedad En Comandita, Madrid, Spain. Filed June 19, 1918. Serial No. 111,666. Published May 6, 1919.

129,358. Food-Flavoring Extracts. Garrett & Co., Inc., Penn Yan, N. Y. Filed June 9, 1919. Serial No. 119,344. Published November 18, 1919.

129,365. Tooth-Paste, Tooth-Powder, Dentifrice, Toothache-Gum, Toothache-Drops, and Aseptic Wash. The F. M. Keeler Co., Boston, Mass. Filed March 17, 1919. Serial No. 116,659. Published December 2, 1919.

129,385. Almond Jelly, Scalp-Salve, Eye-Lotion, Eyelash-Grower, Rouge, Face-Powder, and Depilatory. Ponce De Leon Beauty Preparations, Inc., New York, N. Y. Filed June 17, 1919. Serial No. 119,717. Published December 2, 1919.

129,405. Canned Olive-Oil. Virgona & Co., New York, N. Y. Filed September 3, 1919. Serial No. 122,274. Published November 18, 1919.

129,409. Preparation for the Treatment of the Hair and Scalp. Morris Wise, Atlanta, Ga. Filed June 30, 1919. Serial No. 120,139. Published December 2, 1919.

129,418. Face-Powder, Cold-Cream, Hair-Wash, Tooth-Paste, Rouge, Shampoo Preparations, and Perfume. The Armand Company, Des Moines, Iowa. Filed August 9, 1919. Serial No. 121,436. Published November 4, 1919.

129,421. Hair-Tonic. Louis Victor Assanti, Boston, Mass. Filed August 25, 1919. Serial No. 121,955. Published November 25, 1919.

129,423. Certain Named Cosmetics. William A. Baker, Chicago, Ill. Filed August 8, 1919. Serial No. 121,380. Published November 18, 1919.

129,428. Preparation of Cold-Cream for the Face and Hands. Nettie Bentley, Washington, D. C. Filed August 15, 1919. Serial No. 121,688. Published November 25, 1919.

129,435. Canned Tomatoes, Tomato Paste, and Olive-Oil. A. & C. Buscaglia Co., Buffalo, N. Y. Filed September 12, 1919. Serial No. 122,584. Published November 18, 1919.

129,438. Preparation for the Treatment of Mange, Eczema, and Skin and Scalp Diseases. Carrigan-Erckert Co., Birmingham, Ala. Filed September 15, 1919. Serial No. 122,686. Published December 2, 1919.

129,440. Toilet Powders and Hair Preparations Consisting of Depilatories, Dry and Liquid Shampoos, and Hair-Oils. Coffin Redington Co., San Francisco, Cal. Filed August 13, 1919. Serial No. 121,618. Published November 25, 1919.

129,441. Hair-Dressing and Dandruff-Oil. Elizabeth N. Coles, New York, N. Y. Filed August 18, 1919. Serial No. 121,753. Published November 18, 1919.

129,448. Cosmetics—viz., Face-Powders and Rouges. Morris V. Dunn, Brooklyn, N. Y. Filed March 31, 1919. Serial No. 117,038. Published November 18, 1919.

129,449. Cosmetics—viz., Face-Powders and Rouges. Morris V. Dunn, Brooklyn, N. Y. Filed March 31, 1919. Serial No. 117,039. Published November 18, 1919.

129,450. Cosmetics—viz., Face-Powders and Rouges. Morris V. Dunn, Brooklyn, N. Y. Filed March 31, 1919. Serial No. 117,040. Published November 18, 1919.

129,451. Cosmetics—viz., Face-Powders and Rouges. Morris V. Dunn, Brooklyn, N. Y. Filed March 31, 1919. Serial No. 117,041. Published November 18, 1919.

129,452. Cream to be Used on the Throat, Neck, and Bust. Alice Wunder Earley, Los Angeles, Cal. Filed August 8, 1919. Serial No. 121,386. Published November 25, 1919.

129,459. Hair-Tonics. Gaughan & Painter, Jeannette, Pa. Filed September 11, 1919. Serial No. 122,569. Published November 11, 1919.

129,477. Hair-Tonic. Stephen K. Karegeannes, Milwaukee, Wis. Filed September 8, 1919. Serial No. 122,436. Published December 2, 1919.

129,478. Certain Named Toilet Preparations. Kashmir Chemical Company, Chicago, Ill. Filed July 11, 1919. Serial No. 120,460. Published November 25, 1919.

129,485. Beard-Softener in Paste Form. A. J. Krank Manufacturing Co., St. Paul, Minn. Filed January 17, 1916. Serial No. 92,189. Published December 9, 1919.

129,491. Cold-Cream. Lehn & Fink, Inc., New York, N. Y. Filed August 22, 1919. Serial No. 121,905. Published November 25, 1919.

129,504. Deodorizing-Powders. Thomas Hugh Miller, Johnson City, N. Y. Filed August 20, 1917. Serial No. 105,741. Published November 18, 1919.

129,511. Food-Colors. National Aniline & Chemical Company, Inc., New York, N. Y. Filed May 28, 1919. Serial No. 118,999. Published November 25, 1919.

129,525. Sodium Silicate. Philadelphia Quartz Company, Philadelphia, Pa. Filed August 23, 1919. Serial No. 121,942. Published November 25, 1919.

129,529. Tooth-Paste. Max Robins, Chicago, Ill. Filed September 6, 1919. Serial No. 122,406. Published November 11, 1919.

129,531. Hair-Ointment. Mary Bell Saulter, Cincinnati, Ohio. Filed August 11, 1919. Serial No. 121,544. Published December 2, 1919.

129,541. Disinfectants, Antiseptics, and Germicides. Society of Chemical Industry in Basle, Basel, Switzerland. Filed April 27, 1918. Serial No. 110,508. Published November 18, 1919.

129,543. Rolling Massage-Cream and Vanishing Cream. Clifton Spear, Texarkana, Tex. Filed April 25, 1919. Serial No. 117,856. Published November 25, 1919.

129,544. Certain Named Chemicals, Medicines, and Pharmaceutical Preparations. E. R. Squibb & Sons, New York, N. Y. Filed May 13, 1919. Serial No. 118,449. Published November 25, 1919.

129,546. Perfumes, Talcum and Face Powders, Toilet Waters, and Face-Creams. Frederick Stearns & Co., Detroit, Mich. Filed September 6, 1919. Serial No. 122,408. Published November 11, 1919.

129,551. Preparation for the Treatment of Dandruff. Thames Drug Company, Beaumont, Tex. Filed March 1, 1918. Serial No. 109,306. Published November 11, 1919.

129,564. Shampoo. Eynon Havard Williams, New York, N. Y. Filed August 19, 1919. Serial No. 121,822. Published December 2, 1919.

129,567. Freckle-Bleach (Extra Strength), Massage Cream, Astringent Cream. Walter A. Woolf, Buffalo, N. Y. Filed August 9, 1919. Serial No. 121,508. Published November 25, 1919.

129,568. Hair-Tonic. Henry S. Woolner, Los Angeles, Cal. Filed September 13, 1919. Serial No. 122,672. Published November 25, 1919.

129,597. Face-Powder, Cold-Cream, Hair-Wash, Tooth-Paste, Rouge, Shampoo Preparations, and Perfume. The Armand Company, Des Moines, Iowa. Filed July 19, 1919. Serial No. 120,687. Published November 4, 1919.

129,615. Cold-Cream for the Skin, a Pomade for the Hair, and a Face-Powder. Gus Berman, Atlanta, Ga. Filed August 4, 1919. Serial No. 121,234. Published November 11, 1919.

129,616. Certain Named Toilet Preparations. George H. Betts, New York, N. Y. Filed April 10, 1919. Serial No. 117,317. Published December 16, 1919.

129,623. Medicinal Remedies and Toilet Preparations. Blumauer-Frank Drug Company, Portland, Ore. Filed May 6, 1919. Serial No. 118,200. Published December 9, 1919.

129,625. Toilet Water. The Bonheur Co., Inc., Syracuse, N. Y. Filed August 12, 1919. Serial No. 121,561. Published November 11, 1919.

129,627. Automobile-Soap. Boston Blacking Co., Cambridge, Mass. Filed August 21, 1919. Serial No. 121,856. Published November 25, 1919.

129,633. Liquid Compounds Used for Both Cleansing and Polishing Purposes Upon Wood, Glass or Metal. Joseph Warren Bullen, Folcroft, Pa. Filed May 13, 1919. Serial No. 118,417. Published December 2, 1919.

129,636. Certain Named Toilet Preparations. Joseph H. Calisher, New York, N. Y. Filed June 28, 1919. Serial No. 120,043. Published November 11, 1919.

129,638. Soap. The Carlton Co., New York, N. Y. Filed April 4, 1919. Serial No. 117,151. Published November 4, 1919.

129,649. Talcum Powder, Face-Powder, and Rouge. Herbert S. Clark, Philadelphia, Pa. Filed August 4, 1919. Serial No. 121,238. Published October 28, 1919.

129,651. Soaps. Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed June 19, 1919. Serial No. 119,763. Published November 4, 1919.

129,665. Perfumes. Alberto Crusellas, Habana, Cuba. Filed July 23, 1919. Serial No. 120,817. Published December 9, 1919.

129,666. Oil-Soap. The Cudahy Packing Company, Chicago, Ill. Filed August 7, 1919. Serial No. 121,335. Published December 9, 1919.

129,670. Liquid Cleaner for Fabrics and other Articles. Joseph C. Davis, Johnstown, Pa. Filed August 6, 1919. Serial No. 121,296. Published November 18, 1919.

129,673. Deodorant Cream and Deodorant Powder. Deodoral Company, Hasbrouck Heights, N. J. Filed May 15, 1919. Serial No. 118,512. Published December 9, 1919.

129,687. Certain Named Toilet Preparations. Alice Wunder Earley, Los Angeles, Cal. Filed March 7, 1919. Serial No. 116,363. Published December 9, 1919.

129,689. Preparation for Cleaning Painted or Varnished Surfaces. Mathew B. Ehart, Philadelphia, Pa. Filed July 18, 1919. Serial No. 120,662. Published November 25, 1919.

129,699. Shaving-Cream. Ezonall Products Company, Seattle, Wash. Filed April 10, 1919. Serial No. 117,322. Published December 2, 1919.

129,705. Washing Compound. Fitzpatrick Bros., Chicago, Ill. Filed March 22, 1919. Serial No. 116,814. Published December 2, 1919.

129,712. Vanishing Cream, Depilatory Powder, and Peroxid Face-Cream. The Foster Laboratory, Newark, N. J. Filed September 16, 1919. Serial No. 122,763. Published December 9, 1919.

129-715. Soaps. E. Gal, Sociedad En Comandita, Madrid, Spain. Filed June 19, 1918. Serial No. 111,667. Published May 13, 1919.

129,768. Certain Named Toilet Preparations. E. Lawrence & Co., Chicago, Ill. Filed June 11, 1919. Serial No. 119,486. Published November 18, 1919.

129,769. Preparation for Coloring the Hair. Lehn & Fink, Inc., New York, N. Y. Filed August 22, 1919. Serial No. 121,904. Published December 9, 1919.

129,770. Washing-Powder. David Leppert, Kent, Wash. Filed July 24, 1918. Serial No. 112,307. Published October 22, 1918.

129,773. Pomade, Salve, or Medicinal Compound for Application to or upon the Finger Nails. The Lustr-Ite Corporation, Brooklyn, N. Y. Filed January 21, 1919. Serial No. 115,351. Published December 9, 1919.

129,775. Waterless Hand-Soap. G. C. McConnell & Co., Ford, Mich. Filed August 13, 1919. Serial No. 121,636. Published November 25, 1919.

129,778. Pharmaceutical Preparation for Strengthening, Growing Hair, and Taking out the Kinks and Curls. Walter I. MacIvor, St. Louis, Mo. Filed February 24, 1919. Serial No. 116,094. Published December 9, 1919.

129,797. Dry-Cleaning Compound. The Miller Chemical Co., Cincinnati, Ohio. Filed August 7, 1919. Serial No. 121,352. Published November 18, 1919.

129,815. Deodorant. Jessica Ogilvie, New York, N. Y. Filed August 1, 1919. Serial No. 121,181. Published November 25, 1919.

129,836. Certain Named Toilet Preparations. Puritan Pharmaceutical Company, St. Louis, Mo. Filed August 8, 1919. Serial No. 121,414. Published November 11, 1919.

129,842. Certain Named Chemicals, Medicines, and Pharmaceutical Preparations. The W. T. Rawleigh Company, Freeport, Ill. Filed April 22, 1919. Serial No. 117,744. Published December 9, 1919.

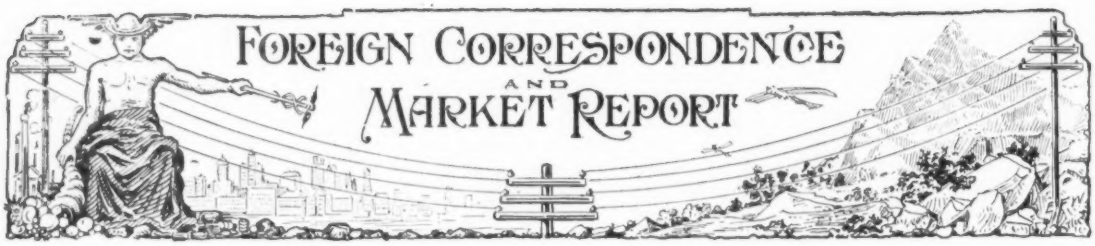
129,849. Alkaline Antiseptic, Deodorizing, and Non-Irritating Solution for Certain Named Purposes. A. Arthur Riggs, Bellingham, Wash. Filed September 2, 1919. Serial No. 122,230. Published December 9, 1919.

129,856. Laundry Soap and Toilet Soap. John Rothschild, San Francisco, Cal. Filed August 30, 1919. Serial No. 122,187. Published December 2, 1919.

129,860. Preparation in Powdered Form for Cleaning and Scrubbing and a Preparation in Soft-Soap Form for Washing the Skin. Runyan Chemical Products Co., Omaha, Neb. Filed June 10, 1919. Serial No. 119,443. Published November 4, 1919.

129,861. Shampoos. Saberton Mfg. Co., Tampa, Fla.

(*Continued on page 24*)



BULGARIA.

OTTO OF ROSE.—Consul Graham H. Kemper, Sofia, under date of February 2, says: "During the 12 years prior to the First Balkan War, that is, from 1900 to 1912, the manufacture of otto of roses in Bulgaria attained its highest development. During that period a large number of up-to-date factories equipped with modern steam stills were erected. The total area planted to roses increased to more than 20,000 acres. Owing to the three wars in which Bulgaria has taken part since 1912, the industry of rose culture for the production of otto of roses has experienced a decided setback. It is estimated that the present acreage planted to roses is not more than 15,000.

"The average annual production of otto of roses during the period from 1900 to 1912 was about 126,800 ounces. The production fell to 85,000 ounces in 1917, 85,000 ounces in 1918, and 52,000 ounces in 1919, and it is predicted that the present year's yield will show a further decrease.

"During the war, owing to the fact that Bulgaria was cut off from the principal markets—New York, London and Paris—the stocks of otto of roses remaining unsold increased until they reached a total of about 275,000 ounces, about 40 per cent of which is said to have been of inferior quality. About one-third of this total available stock was sent to the United States early in 1919 in part payment for flour imported from the United States; also some 17,000 ounces were shipped to the United States during the last quarter of the year. It is estimated that the present available stock in Bulgaria hardly exceeds 50,000 ounces, worth about $500,000.

"It is stated by one of the best-known producers that under existing conditions the production of otto of roses is not a paying industry. Owing to the high prices for other farm products, at least 5,000 acres of rose gardens have been abandoned and the land planted to more remunerative crops, especially tobacco. Centralization, by the formation of a syndicate for the purpose of eliminating unnecessary expenses, is spoken of as the only course that will save the industry."

FRANCE.

ESSENTIAL OILS.—Recently the market has been in an excited condition, due to the sustained rise in prices, many of which are nominal. The high price of all raw materials for perfumery was due, first to a great lack of freight; secondly, to shortage of labor, and without pretending to forecast the future we may estimate prices will hold very firm for a long time to come. Shortage of coal prevents the manufacturers in the South of France from distilling regularly. Threats of strikes, the cost of raw materials, and speculation on the exchange rates are the other contributory causes of a bad outlook, and holders are retaining their stocks. In the south of France the outlook for

(*Continued on page 24*)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

A dominating influence in the essential oil market has been the sharp changes that have occurred within the past few weeks in the rates of foreign exchange, mostly in an upward direction. Each reaction has left the rate of sterling something above the previous high point on a movement that has been accentuated recently by reports that gold was being shipped here from Europe. The attainment to higher levels has naturally had a pronounced effect to enhance import costs of essential oils, but the various reactions, some of a decided character, have created a feeling of instability that has placed a check upon operations of an extended character that no doubt would have been undertaken had the advance in exchange been continuous.

To the influences heretofore disturbing trade with Europe in both the importing and exporting department is now to be added the fresh political complications produced by the coup of the reactionary elements in Germany, and the possibilities of far reaching consequences it entails. However, the counter-revolution is yet too young and reports concerning its present status too conflicting to have anything definite predicted of it, but whether it succeeds or fails it would seem to be certain in the present undetermined state of world politics and finances that for a time it will leave the effect of further postponing the return of stability in industrial and commercial affairs. In that event the essential oil trade will be likely to feel the influence strongly since so many of the more important commodities composing its stocks are drawn from foreign countries and that influence naturally will be to prolong the period of scarcity and unsettled market values.

While general trade in essential oils is regulated largely by day to day requirements of consumption the conditions caused by the foreign exchange situation have been productive of speculative operations in several of those that are most directly affected, the Messina essences being among the most prominent of these. Clove oil, while only indirectly influenced through the effect of higher exchange on the import cost of the spice, has an upward price tendency, but as consumers have acquired fairly abundant supplies in anticipation of previous advances, they are inclined to take chances on having to pay more when it becomes necessary to replace present supplies.

It is doubtful that there has ever been such a wide range to prices on rose oil or at least what comes on the market under that name. The genuine article does not seem to be over-abundant and is not held at what might be termed an excessive price, but it finds itself in competition with products in various stages of adulteration that can be sold at any price to suit the not too critical buyer.

Aromatic Chemicals.

For the first time in months a revision of quotations on the aromatic chemicals indicates very few changes, though these, as in practically all cases where price changes have occurred in the past, are to higher levels. It would perhaps be premature to assume from this that the peak has been attained and that if there are to be no recessions from the extreme heights, a period of stationary values will ensue. Rather, the conditions suggest a halt in the up-

(*Continued on page 24*)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter..per pound	$9.50-10.00
Almond, S. P. A.	9.75-10.50
Almond, Artificial	1.00- 1.25
Almond, Sweet True	85- 1.00
Almond, Peach-Kernel	45- 50
Amber, Crude	2.00
Amber, Rectified	2.25
Amyris balsamifera	8.50
Anise	1.45- 1.50
Anise, Lead free	1.75
Aspic (spike)	2.25- 2.50
Bay, Porto Rico	4.75- 5.00
Bergamot, 35-36%	6.50- 8.00
Birch (Sweet)	6.00- 6.50
Birchtar, Crude	.75- .80
Birchtar, Rectified	2.50- 2.60
Bois de Rose, Femalle	nominal
Cade	1.00- 1.10
Cajeput	.85- .90
Calamus	4.75- 5.00
Camphor, Jap, "white"	.45- .50
Cananga, Java	5.00- 5.25
Cananga, Java, Rectified	6.00- 6.25
Caraway Seed	4.50- 5.00
Cardamon	22.00-27.50
Carvol	11.00-13.00
Cassia, 75-80% Technical	2.25- 2.35
Cassia, Lead Free	2.40- 2.45
Cedar Leaf	2.25- 2.50
Cedar Wood	.45- .48
Celery	20.00-22.00
Cinnamon, Ceylon	28.00
Citronella, Ceylon	.75-77½
Citronella, Java	1.00- 1.10
Cloves, Zanzibar	3.60- 3.75
Cloves, Bourbon	4.50-
Copaiba	.95- 1.00
Coriander	45.00-50.00
Croton	1.35- 1.40
Cubebs	8.50- 9.00
Cumin	9.25- 9.50
Erigeron	7.00- 7.50
Eucalyptus, Aus. 70%	.90- 7.50
Fennel, Sweet	2.75- 3.00
Geranium, African	9.50- 9.75
Geranium, Bourbon	8.50- 8.75
Geranium, Turkish (palma rosa)	5.00- 5.25
Ginger	7.25- 7.50
Gingergrass	3.25- 3.50
Guaiac (Wood)	6.00- 6.25
Hemlock	.90- 1.00
Juniper Berries, Rectified	6.00- 6.25
Lavender, English	24.00
Lavender, Fleurs	12.00-13.00
Lavender, Spanish	2.75- 3.00
Lemon	1.80- 2.00
Lemongrass	3.25- 3.50
Limes, Distilled	.95- 1.10
Limes, expressed	4.00- 4.25
Linaloe	6.50- 7.00
Mace, distilled	1.60- 1.70
Mustard, genuine	28.00-30.00
Mustard, artificial	8.50- 9.00
Neroli, petale "Bigarade"	nominal
Neroli, Bigarade	125.00
Nedoli, artificial	15.00-17.00
Nutmeg	1.60- 1.75
Opoponax	nominal
Orange, bitter	6.25- 6.50
Orange, sweet, West Ind.	6.50- 6.75
Orange, sweet, Italian	8.25- 8.50
Origanum	.50- .70
Orris Root, concrete, foreign (oz.)	5.15- 5.50
Orris Root, concrete, domestic (oz.)	5.25- 5.50
Orris Root, absolute (oz.)	40.00-45.00
Parsley	8.00- 8.25
Patchouly	25.00-28.00
Pennyroyal, American	2.25- 2.50
Pennyroyal, French	2.00- 2.15
Peppermint	8.25- 8.50
Peppermint, redistilled	8.75- 9.00
Petit Grain, So. American	4.50- 5.00
Petit Grain, French	9.50- 9.75
Pimento	4.25
Pine Needles, from Pinus Sylvestris	2.65- 2.75
Rose, Bulgarian (ounce)	13.00-15.00
Rose, French (ounce)	18.00-20.00
Rosemary, French	1.50- 2.00
Rosemary, Spanish	1.25- 1.50
Rue	4.50
Sage	5.25
Safrol	.85- .90
Sandalwood, East India	11.25-11.50
Sassafras, artificial	.75- .90
Sassafras, natural	1.85- 2.00
Savin, French	6.00- 6.25
Snake Root	24.00-25.00
Spearmint	14.00-14.50
Spruce	.90- 1.00
Tansy	7.50- 8.25
Thyme, French, red	1.75- 1.90
Thyme, French, white	2.15- 2.30
Thyme, Spanish, red	1.75- 1.80
Vetivert Bourbon	14.50-15.50
Wintergreen (genuine gaultheria)	nominal
Wormseed	6.50- 7.00
Wormwood	13.00-13.50
Ylang-Ylang, Bourbon	16.00-16.50
Ylang-Ylang, Manila	35.00-40.00

AROMATIC CHEMICALS.

Acetophenone	8.50
Amyl Salicylate, dom.	2.25-2.50
Amyl Salicylate, for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde, foreign	13.00-16.00
Benzaldehyde, domestic	1.25-1.50
Benzaldehyde, F. F. C. domestic	1.75-2.00
Benzyl Acetate, domestic	2.25-2.50
Benzyl, Acetate, foreign	5.50-5.75
Benzyl Alcohol	2.75-3.25
Benzyl Benzoate	5.00
Borneol	3.50
Bornylactate	5.50
Bromstyrol	10.00
Cinnamic Acid	7.25-7.50
Cinnamic Alcohol	40.00-45.00
Cinnamic Aldehyde	5.50
Citral	4.65-4.75
Citral C. P.	3.70-4.00
Citronellol, domestic	18.00-20.00
Citronellol, foreign	25.00-30.00
Cumarin, natural	nominal
Cumarin, artificial, dom.	8.50-9.00
Cumarin, artificial, for.	—
Diphenylmethane	2.25-2.50
Diphenyloxide	2.00-2.50
Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.60
Eugenol	6.00-7.00
Geraniol, domestic	3.25-3.50
Geraniol, foreign	5.00-5.25
Geraniol, from citronella	5.25-5.50
Geranyl Acetate	7.25
Heliotropin, domestic	5.00
Indol, C. P. (oz.)	20.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	12.00-13.00
Linalol	9.00-13.00
Linalyl Acetate	15.00-18.00
Linalyl Benzoate	nominal
Methyl Anthranilate	16.00-18.00
Methyl Cinnamate	7.25-9.00
Methyl Heptenone	10.00-12.00
Methyl Heptine Carbon	125.00-140.00
Methyl Paracresol	16.00-25.00
Methyl Salicylate	.75-.80
Mirbane, rect. drums	.19-.21
Musk Ambrette	100-115.00
Musk Ketone	55.00-60.00
Musk Xylene	13.00-15.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	50.00-55.00
Phenylethylic Alcohol	40.00-50.00
Phenylacetic Acid	18.00
Rhodinol, domestic	nominal
Rhodinol, foreign	25.00-30.00
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	1.25-1.50
Terpineol, C. P., imported	2.00- 2.50
Terpinyl Acetate	3.25
Thymol	12.00-12.50
Vanillin (oz.)	1.00-1.10
Violet, artificial	12.00-18.00

BEANS.

Tonka Beans, Para	1.10-1.15
Tonka, Beans, Angostura	1.75-2.00
Vanilla Beans, Mexican	4.50-5.75
Vanilla Beans, Cut	3.25- 3.50
Vanilla Beans, Bourbon whole	3.00-3.50
Vanilla Beans, Bourbon cuts	2.85-3.00
Vanilla Beans, Tahiti yellow label	nominal

SUNDRIES.

Alcohol, cologne spirits, gallon	5.10-5.20
Ambergris, black (oz.)	9.00-12.00
Ambergris, gray	27.50-30.00
Chalk, precipitated	.04-.10
Civet, horns (oz.)	2.75-3.25
Lanolin hydrous	.25- .30
Lanolin anhydrous	.35- .40
Menthol	13.25-13.50
Musk, Cab., pods (oz.)	18.00-20.00
Musk, Cab., grains (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	32.00-35.00
Musk, Tonquin, grains (oz.)	49.00-50.00
Orris Root, Florentine, whole	.18-.20
Orris Root, powd. & gran.	22-.25
Rice Starch	.32-.35
Talc, Italian (ton)	nominal
Talc, French (ton)	nominal
Talc, domestic (ton)	20.00-40.00

THE MARKET.

(*Continued from page 22*)

ward trend, to be accounted for by the uncertainties of the financial, industrial and political situation. Importers and dealers detect no signs of a failing demand in this country for products into the manufacture of which the aromatic chemicals enter, the extraordinary consumption incident to high wages and an era of luxurious living, being on the contrary, augumented as time goes by.

Added to the causes of curtailed importations heretofore enumerated, are the dock strikes in Holland and in France, the still unsettled railroad labor troubles. The constant shrinkage of attenuated stocks in this country to which little is being, or can be added, by importations, presupposes a continuance of the advance so long as present conditions endure.

Vanilla Beans.

The features of the market for vanilla beans presents the same general characteristics that have been prominent for months past and in the development are bearing out predictions that the enforcement of national prohibition would tend to heavily increase the consumption of candy and ice cream, with the consequent result of an absorption of vanilla unparalelled in extent. The drafts that are being made upon the available supplies by this country are being augmented in primary markets by the large and constantly increasing demands of Europe, and costs to import consequently are going up, not only for this reason but, in the case of Bourbon beans at least, because of the rising rates of exchange.

FOREIGN CORRESPONDENCE.

(*Continued from page 22*)

the next crops is also unfavorable. There is threatened a general strike at the time of the rose and orange-flower harvest in May-June. Almost all flower-owners have joined a syndicate, and it is anticipated high prices will be asked. As for jessamine, the crop of which is collected in July,10fr. per kilo is being asked instead of 2.50fr. to 3fr., which were pre-war prices. The grease question for pomades will be the same as in 1919. The manufacturers are unable to get the same good quality of lards as prior to the war.

SPAIN.

Essential Oils.—The prevailing tendency in prices continues upward, and it is predicted that no decrease is likely in the near future. The 1919 crops of material were poor, as a result of a dry season. Added to this were the difficulties in regard to transport and labor. Another point is the fact that Spanish distillers are for the first time receiving what may be described as an adequate return for their labors. During the war, land which had been left to wild rosemary, spike and other material was cultivated, and better paying crops laid down. This naturally caused a decreased output of raw materials for essential oils. Labor became scarce, and resulted in competition for workers' services, the result being that cultivators of better paying crops could pay more for workers than those in the essential oil trade.

Each Issue Repays Cost Many Times

(From Pyrotol Chemical Company, Inc., Toilet Preparations, Beaumont, Texas.)

We are pleased to hand you herewith our check for $2 in payment of one year's subscription to The American Perfumer. We know of no better way to spend $2 than by subscribing to this magazine, as we feel that each issue repays us many times the cost.

TRADE-MARK REGISTRATIONS GRANTED.

(*Continued from page 21*)

Filed August 6, 1919. Serial No. 121,320. Published November 11, 1919.

129,878. Hair-Tonic and Dandruff-Remover. W. S. Simmons, Jacksonville, Fla. Filed September 13, 1919. Serial No. 122,663. Published December 9, 1919.

129,887. Washing-Powder. Chester J. Squires, Galesburg, Ill. Filed September 4, 1918. Serial No. 113,022. Published October 28, 1919.

129,928. Toilet Water and Healing-Lotion, Shampoo Preparation, Toilet and Bath Preparation. Henry P. White, Kalamazoo, Mich. Filed November 22, 1918. Serial No. 114,281. Published December 9, 1919.

129,947. Perfumed Soap. Wright, Layman & Umney, Ltd., London, England. Filed June 2, 1919. Serial No. 119,143. Published November 25, 1919.

129,948. Dentifrice or Tooth-Powder. Tsurujiro Yoshitake, Nishi-ku, Osaka, Japan. Filed April 10, 1919. Serial No. 117,365. Published December 9, 1919.

129,951. Certain Named Toilet Preparations. Henry Emil Zutz, St. Paul, Minn. Filed August 28, 1919. Serial No. 122,097. Published December 9, 1919.

PATENTS GRANTED.

1,331,547. Powder-Box. Charles Weber, Newark, N. J. Filed May 10, 1919. Serial No. 296,164.

A powder box provided with a perforate portion, a closure for the said perforations movably supported by the box, and means co-operative between the closure and the box to cause agitation of the latter when the closure is operated and exposes the perforation.

1,331,549. Soap-Holder. Philip K. Williams, Glastonbury, Conn., Assignor to The J. B. Williams Company, Glastonbury, Conn., a Corporation of Connecticut. Filed March 20, 1919. Serial No. 283,753.

A soap holder comprising a base to which a soap medium is secured, a body portion adapted to be detachably secured to said base and composed of two parts detachably connected together, and a cap inclosing the soap medium and detachably engaging said body portion.

1,331,905. Process for Hydrogenation. Benjamin W. Elder, Los Angeles, Cal., Assignor to The Allbright-Nell Company, a Corporation of Illinois. Filed June 7, 1918. Serial No. 238,656.

The method of effecting the hydrogenation of oils, which comprises bringing the oil, together with hydrogen, into intimate contact with a finely pulverulent nickel catalyzer, produced by mechanical means from substantially non-catalytic bulk nickel, at a temperature appropriate to the catalytic hydrogenation.

1,332,190. Cosmetic. Meda Vay Hull, Chicago, Ill., assignor to La Meda Mfg. Company, Chicago, Ill., a Corporation of Illinois. Filed June 21, 1918. Serial No. 241,127.

A cosmetic paste compound consisting of approximately five ninths, by weight, of face powder and approximately four ninths, by weight, of cold cream.

DESIGNS PATENTED.

54,514. Powder-Container or Similar Receptacle. Louis A. Wegenaar, Brooklyn, N. Y. Filed April 12, 1919. Serial No. 289,749. Term of patent, 14 years.

54,591. Powder-Container. Alfred E. Bruns, Brooklyn, N. Y. Filed Sept. 8, 1919. Serial No. 322,559. Term of patent, 14 years.

54,603. Sifter-Top Can or Similar Receptacle. Martha Halowell Connor, Baltimore, Md., Assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. Filed June 7, 1919. Serial No. 302,597. Term of patent, 3½ years.

54,604. Talcum-Powder Box. Harry R. Corey, Brooklyn, N. Y., Assignor to American Can Company, New York, a Corporation of New Jersey. Filed June 28, 1916. Serial No. 106,532. Term of patent, 7 years.

54,684. Bottle. Cicero Rudd, Lineville, Ala. Filed August 11, 1919. Serial No. 316,876. Term, 14 years.



COLLOIDAL CLAY SOAP.

What is described as a revolution in soap making is the subject of a lengthy and analytical article in the *Chemical Age* (London), in which the use of colloidal clay as an addition to or as an alternative for some of the customary constituents of soap is shown to possess properties of great value.

Mr. F. E. Weston, the writer of the article, is stated to have been associated in a consultative capacity with an important industrial undertaking in connection with the utilization of colloidal clay. This clay, he states, "belongs to the general class of 'suspenoids' and is a reversible colloid, since it is possible to disperse it in water or throw it out of colloidal solution at will.

"True colloidal clay is prepared from China clay. One of the many and varied applications of colloidal clay is that of its use as an adjunct in the manufacture of soap, not as a 'filling' material nor as an adulterant, but as an actual substitute for soap material."

After describing the usual constituents of soap, Mr. Weston refers to the conclusion arrived at by Spring that the concentration of soap on the surfaces of the adsorbing bodies is the chief factor in the detergent action of soap. According to Michaelis, adsorption is the greatest for those substances which produce the greatest lowering of the surface tension of a liquid when in solution in that liquid. He points out that soap dissolved in water considerably lowers the surface tension of water against air; that clay can be brought to such a highly colloidal state that it closely resembles soap in its physical behavior; and that when properly incorporated with soap it actually increases the lathering and detergent properties of the latter. "Chemically, soap and clay belong to two distinct types of compounds. Physically, however, the solutions of these bodies resemble each other closely; they both possess emulsifying power, both have the power of 'adsorbing' dirt, grease, etc., and both have detergent properties."

Incorporated with soap the clay tends to lower the surface tension of water to a greater extent than soap itself. Experiments with (a) high-class toilet soap and (b) a soap made up of 80 per cent soap plus 20 per cent colloidal clay showed that the soap containing the colloidal clay lowered the surface tension 9.1 per cent and 6.9 per cent more than the pure soap, at 20° and 45° C., respectively. Lathering experiments were also carried out, and the lather obtained by adding collodial clay to the soap was found to be much greater than that obtained by the soap itself; moreover, in all cases the lather was of a firmer nature and was more persistent.

Other experiments are described by Mr. Weston, and objections against the use of alkalies to increase lathering and detergent properties of soap are given, and he proceeds to state that the custom of taking, as a criterion of a soap, the percentage of fatty acids present therein will no longer hold good, "since colloidal clay contains no fatty acids," whereas the experiments show that such clay increases the lathering and decergent properties of soap. It is not asserted at present, however, that fatty acids can be entirely dispensed with, but that their present proportion can be halved. It is pointed out that colloidal chemistry "in its application to industrial problems is only just beginning to be realized"; it is a "branch of chemistry still in its infancy."

In conclusion, it should be noted that the *Chemical Age* remarks: "According to Mr. Weston, the colloidal clay, which forms the subject matter of his article, is prepared by a patented colloidal process, and it would appear that many varieties of clay, both in this (great Britain) and in other countries, may be found amenable to the process."

SOAP PRICES IN CANADA.

Canadian soap manufacturers have recently advanced the wholesale prices for soap. The increase on the soaps affected is 50 cents per case of 100 bars, which means a rise of a half cent per cake. The wholesale price, with the increase, for single box lots, is now $9.40, with prices correspondingly lower for 10-box lots and larger quantities. The manufacturers give the great increase in the cost of production as the explanation of the increased prices. Fluctuations in the soap business ever since the signing of the Armistice had, they say, upset things considerably. Tallow, before the war obtainable at 6 cents a pound, now costs 17 and 18 cents. Resin had jumped from 3 to 12 cents a pound, and everything else which enters into the composition of soap had also gone skyward. A considerable proportion of the material used had to be bought in the United States, and the exchange rate was therefore another unfavorable factor.

Kincaid Hopeful About U. S. Potash.

If importations of German potash are not increased, Representative Moses P. Kincaid, of Nebraska, believes that within two years the domestic potash industry may get on its feet so that it will be able to hold its own without any protective legislation.

Will Manufacture Cocoanut Oils.

Vegetable Oils Company has taken over the Stauffer copra plant at Berkley, Cal., a suburb of San Francisco, and is preparing to manufacture cocoanut oil on a large scale.

Always Received with Welcome

(From M. & J. Schnaible Company, manufacturers of soap, La Fayette, Ind.)

Your journal is always received by us with welcome as the soap section contains items that are sure to be of interest to anyone engaged in this line of manufacture.

ARTIFICIAL WAXES.

L. E. Andés.—The artificial waxes in their uncolored state are generally pure white, or they show a yellowish or grayish tint. They may also be yellow and even black, if they contain a black coal-tar color soluble in fat. In most cases the artificial waxes are mixtures obtained by melting different kinds of animal, vegetable or mineral waxes or wax-like substances—and in some cases also resins—together, the more hard, serviceable waxes like carnauba and shellac wax they contain, the better they are. Shellac wax even in small quantities increases the hardness and gloss very considerably and prevents smearing.

The war has also brought a number of "substitutes" for ozocerite into the market. These are even inferior to the older kinds and fully justify the distrust manifested against them. The main point is that the artificial waxes can be transformed into smooth pastes of the consistency of butter with the usual liquid solvents. Care is necessary, however, if the artificial waxes are to be used for the manufacture of saponified washing preparations. Wax-like substances of a mineral origin cannot be saponified, but only emulsified. This makes the even application difficult, and it is doubtful whether a high polish can be obtained.—From *Chemisch-Technische Ueberzicht (Chemiker-Zeitung)*, vol. 43; Nr. 150.

PURIFICATION OF RESIN SOAP.

Purification of resin soap obtained by boiling disintegrated wood with caustic soda, by Arthur Lange, Tomaszow in Poland. The wood is boiled with caustic soda. After the slimy soap has cooled and settled the lye is drawn off with the aid of a siphon. The remaining slimy resin soap is then heated, while at the same time solid or dissolved caustic soda is added. Care must be taken, however, that the boiling point is not reached. This process transforms the sludge into large flakes which are easily separated on sieves or in separators from the lignose solution still contained in the substance. The remaining traces of lignose are then oxidized and bleached by an addition of 1 to 1½ per cent of sodium peroxide, while the separated lignose solution is evaporated, so as to crystallize the excess of soda it contains and to make the finally remaining lignose, which has to be subjected to further evaporation, serviceable as a binding agent for the manufacture of briquets. It is claimed that by this method a resin soap can be obtained which does not stain the clothes yellow.—German Patent 314,445, Class 23e.

German Patent for Economy Soap.

Soap is mixed with aqueous base-exchanging silicates, containing iron oxide or other bases in addition to alumina, these silicates being very finely powdered, or in the gel or sol condition. For example, 100 parts of soap are dissolved in a little hot water, and stirred with 400 parts (dry substance) of a damp powder or precipitation of the base-exchanging silicates. This precipitation is effected by means of 75 parts of sodium aluminate and 200-300 parts of crude silicic acid. The product thickens and is heated until a plastic mass is formed.—Ger. Pat. 313526, R. Gans.

Italy's Production of Rosin Inadequate.

Italy's production of rosin is quite insufficient for its needs. Before the war the production was 30 tons a month, which dropped to 20 tons in 1918. Imports were 14,958 tons in 1914, dropping to 10,553 tons in 1918.

ENGLISH SOAPS IN GERMANY.

During the first ten and a half months after the conclusion of the armistice, soaps valued at £480,437 were exported from Great Britain to Germany. In view of the exchange rate during this time, the amount sent to England for this commodity may be estimated at 60 to 80 million marks. If consideration is given to the quantities of soap imported into Germany during the same period from Italy, France and the neutral countries, an idea may be formed of the magnitude of the danger threatening the German industry. Recently the value of German soap production has been about 30 million marks per month. This means that on the basis of the average value of 10 marks per kilogram only 50 grams of pure soap were manufactured per month for every head of the population.

GERMAN SYNDICATE HANDICAPPED.

Advices from Berlin March 6 say: The potash syndicate management denies having booked American orders to the amount of $50,000,000, as reported recently by the *Vossische Zeitung*. It says that while deliveries to the United States are steadily increasing since they were regularly resumed last October, no definite contracts have been entered into. The syndicate has been in consultation with American buyers for some weeks, but owing to the state of exchange, transportation difficulties and handicaps growing out of labor conditions it has been unable to assume obligations involving the deliveries of specific amounts. The proposition to accept American coal in return for potash is looked upon as unfeasible, not only because shipping rates make the price of American fuel prohibitive, but also because of the technical equipment of the German plants, where the kilns are adapted only to the use of lignite.

Franco-German Potash Pact Rumored.

There have been rumors of a possible understanding between the German and the French potash interests respecting the control of sales and prices. In this connection M. Paul-Albert Helmer, the head of the sequestration office of the Alsatian potash mines, is quoted in the journal *L'Information* as opposing strongly such an understanding, which would re-establish the pre-war potash monopoly and would tend particularly to benefit Germany at the expense of France and other countries. The Germans are said to be eager to enter into such an agreement. M. Helmer is also quoted as saying that one of the terms imposed by England as a condition to the supply of Alsatian potash to that country is that no agreement be entered into between French and German potash interests which would be detrimental to England.

Record German Potash Production.

The following cablegram has been received from Berlin, dated February 21, regarding German potash production for January, 1920: "This year's January potash production is said to be 550,000 tons, the greatest output of any month since potash was mined here. The use of returned prisoners in the mines is said to have caused the increased production.

"There is a project on foot to import from the United States hard coal, as the potash, pottery and other industries have urgent need for this kind of coal, of which sufficient quantities are not available now."

Fats and Oils in Storage in New Jersey.

The number of pounds of edible fats and oils in cold storage in New Jersey on January 31, 1920, was 1,296,441, according to the Food Bureau of the State Department of Health. The number of pounds stored on December 31, 1919, was 1,714,909; on January 31, 1919, 566,569, and on December 31, 1918, 1,088,735.

TECHNICAL HARDENING OF FATS WITH NICKEL CATALYZER*

By Dr. H. Schoenfeld

(*Continued from page 420, Feb., 1923*)

The tests showed that the pure nickel catalyzer is much less effective than those produced on the base of diatomaceous earth. But the activity of the latter also showed great differences. It was found that the "Germania" catalyzer is about twice as active, as that of Wilbuschewitsch. In the Normann apparatus the pure nickel catalyzer developed only one third of the activity of the Wilbuschewitsch catalyzer for equal quantities of nickel. On the other hand the Wilbuschewitsch catalyzer retains its strength much longer than the "Germania" catalyzer. These two catalyzers may therefore be considered about equal.

The view that only freshly manufactured catalyzers produce good action and that they spoil in a short time was not sustained to the expected extent by the tests. The experiments made in the course of a few weeks with catalyzers of the same shipment had almost equal results. This can be said of all of the examined catalyzers. After half a year their strength, however, was found much decreased. If kept under oil the catalyzers are well preserved.

Decrease of the activity of the catalyzers during the hydrogenation. The hydrogenation first proceeds quickly, but it becomes gradually slower, and after an hour the decrease of the iodine number per minute is inconsiderable. This means that the catalyzer is "used up" and loses its effectiveness. Experiments were made to ascertain whether the exhaustion is caused by the hydrogenation of a large quantity of oil, or by the contact of the catalyzer with the oil. Before the hydrogenation was carried out oil, through which CO_2 was conducted, was heated two to four hours with a normal quantity of catalyzer. The results showed that the activity of the catalyzer decreases with the duration of the heating and the increase of the temperature, but the loss—when compared with the decrease during the hydrogenation—is too inconsiderable to explain the waste of catalyzer. In determining the decrease of the strength of the catalyzer a "time factor" and an "action factor" have therefore to be taken into consideration. That the temperature exerts a great influence on the activity of the catalyzer was shown by the tests made at 170 and 200 degrees. At 170 degrees a lower iodine number was reached than at 200 degrees, in spite of the fact that the hydrogenation at first proceeded quicker at 200 degrees.

Constants of the hydrogenized fats. The density and the melting point rise with the degree of hardening, while the iodine and refraction numbers fall. It is characteristic for the hydrogenized products that fixed relations between the values of iodine number, melting point, dropping point and refractometer number exist for the hydrogenation degrees of every oil. This fact is proved by the original curve tables for cotton oil, train oil, castor oil, linseed oil and wood oil. In the future it will not be necessary to determine all constants of a hydrogenized fat. The refractometer number will be sufficient, because from the changes of this constant all others can be calculated without difficulty. The determination of the melting point of hardened fats is somewhat difficult and it seems advisable to ascertain the dropping point for the determination of the consistency. The tests showed that in cotton, train and wood oil the melting and dropping points almost coincide above 40 degrees, while at lower temperatures the dropping point is 1 to 2 degrees below the melting point. For linseed oil the dropping point above 50 degrees is a little higher than the melting point (1-1.5) degrees), and at a lower temperature a little lower (1 degree). The melting and dropping points of castor oil coincide at all temperatures.

Relative hydrogenation speed of the divers fatty acids. Boemer concluded from the iodine number of the liquid acids of hardened fats that all unsaturated acids are not reduced with the same speed, and that the transformation of the oleic acid proceeds slower than that of the linoleic and linolenic acids. To solve this question the fatty acids of hardened cotton oil was subjected to a minute test. For the separation of the liquid and the solid fatty acids the method of Varrentrapp was used. This method permits a sharp separation. A small part of the liquid acids always remains with the solid ones, and also conversely. To determine the liquid content of solid fatty acids it is always necessary to ascertain their iodine number. The separation is especially incomplete, if solid unsaturated acids are present, for instance erucic and iso-oleic acid, on account of the difficult solubility of the lead soaps of these acids in ether. Instead of 50 ccm. water, which are to be added after acidification with acetic acid, only enough warm water is added, until the solution commences to become turbid. The turbidity is removed by a few drops of ether. The precipitation with lead acetate is best accomplished with as large an excess as given (22 per cent.). Only a little more than the theoretical quantity should be used. To make the participation of the solid lead soaps quantitatively as large as possible the fatty acids were first separated with HCl, dissolved in ether and then precipitated with lead acetate. The results are compiled in a table. From the iodine numbers of the solid acids it is seen (in the original) that the separation was most difficult, when the liquid acids had the iodine number 86.8-92.4, which is that of the oleic acid. This can only be explained by the fact that the linoleic acid of the cotton oil is not transformed into ordinary oleic acid, but into an isomeric solid oleic acid. From the iodine numbers obtained it may be concluded that the reduction proceeds by degrees. The most unsaturated acid (linoleic acid) is first attacked by the hydrogen and changed into isomeric oleic acid. The latter is then reduced to stearic acid, but the reduction apparently proceeds more slowly than that of the linoleic acid to oleic acid.

Examination of train oil fatty acids. The fatty acids of train oil of different hardening degrees were examined in regard to their content of insoluble bromides. The separated bromides always had a bromine content of about 70 per cent. This seems to show that the clupanodonic acid is reduced directly to a linoleic acid, without the detour over a linolenic acid. No more insoluble bromides were found, when the hydrogenized train oil had the iodine number of about 85. No tetrabromide linoleic acid of the melting point 113-114 degrees could be separated from the filtrate of the insoluble bromides, but the petroleum ether solution yielded a combination sintering at 115 degrees. This indicates that mixtures of linoleic acid tetrabromides and octobromides were present. From the filtrate no liquid dibromides was obtained, but a lard-like bromine (bromide of isomeric fatty acids?). This fact justifies the conclusion

that by the reduction of the higher unsaturated acids isomeres of the most prevalent, less unsaturated acids are formed. The separation of the isomeric acids not found in the natural fats requires new analytical methods, and this makes the examination of the hardened fats more difficult.

PRODUCTION OF GLYCERINE FROM SUGAR.

At the beginning of the War Germany was "swimming in sugar," to use an expression of the Frankfurter *Zeitung* (May 22, 1915). Production had been greater than ever; large quantities left from the previous campaigns were still available; exportation had stopped. One of the 10 "war commandments," proclaimed on bills posted in all railway stations, advised the people: "Use plenty of sugar with your meals; sugar is an excellent food." Certain measures of the government, however, soon made it impossible for the people to follow that advice, and sugar became scarce in the market. It was supposed that owing to the shortage of fats the government was trying to conserve the stocks of sugar. It now appears that large quantities of sugar that had been withdrawn from human consumption were used in the manufacture of glycerine for war purposes. The process of production is described by Dr. W. Connstein and Dr. K. Ludecke in *Die Naturwissenschaften* (1909, p. 403).

The consumption of glycerine in the manufacture of cosmetics and for other purposes, chiefly in the manufacture of explosives, increased enormously during the war, while the supply of the raw materials—fats—was constantly diminishing. It was therefore necessary to seek other sources, and sugar was selected, as its chemical structure is somewhat similar to that of glycerine. The transformation of sugar into glycerine was accomplished by the biochemical method. It had been known for a long time that in the ordinary fermentation of sugar with yeast small quantities of glycerine would be produced, amounting to about 3 per cent of the sugar. By adding alkalis to the liquid in fermentation the production of glycerine was increased. It was found that almost any salt with an alkaline reaction could be used for that purpose. Experiments were made with acetate, bicarbonate, and dibasic phosphate of sodium and with carbonate of ammonia. The yield of glycerine was increased to 12.7 per cent, but the alkaline mash was found to be an excellent breeding place for all kinds of acid-forming bacteria, which would pollute the glycerine. This fault was remedied by the use of sodium sulphite, which acts as a poison to the bacteria of lactic acid and others, but does not, even in large quantities, affect the yeast cells (Saccharomyces). When sodium sulphite was employed as an antiseptic the yield of glycerine was increased proportionately to as much as 23 to 36.7 per cent of the sugar.

The ordinary fermentation produces not only alcohol, carbonic acid, and glycerine, but also small quantities of acetaldehyde. When the sulphite is added in increasing quantities the yeld of acetaldehyde and glycerine increases, while that of alcohol and carbonic acid decreases. The acetaldehyde was used largely for war purposes. The production of glycerine from sugar had a great practical value in war time, according to German writers. The manufacturing process, patented in 1915, was exploited on a large scale, and the production of glycerine exceeded 2,200,000 pounds a month. The invention also possesses an unusual theoretical interest as it shows how the transformation of materials by bacteria can be influenced by the addition of chemicals. In the words of a German writer (Prometheus, Nov. 1, 1919), "the biochemical processes open up new prospects for the future and seem to be destined to provide many substitutes to a people robbed of all raw materials."

Attempts made during the war in Austria-Hungary to produce glycerine from sugar do not seem to have met the success claimed for similar attempts in Germany. Complaint was made by the Bohemian journals of Prague that carloads of sugar had been wasted in recovering negligible quantities of glycerine and doubts were expressed whether such waste of food could be justified even by the exigencies of war.

UTILIZING BURMESE SOAP SAND.

It would seem that there is an opening for the commercial development of the soap-sand deposits of Burma, says the London *Times Trade Supplement*. The material, which is known as The-Stapya, consists of a mixture of salts of sodium with sand and earth, and its high commercial value lies in its richness in sodium sulphate and sodium carbonate. It also contains a fairly high percentage of nitrate and chloride of soda.

The material is obtainable in large quantities all over the dry zone of the country; but while it is worked to a large extent near the railway in Meiktila, the rich tracts in the Shwebo and Sagaing districts are as yet almost untouched because of the high cost of transport. This difficulty could probably be overcome by working and refining the product on the spot.

Soap sand is produced by the disintegration of certain geological formations through the percolations of rain water heavily charged with carbon dioxide. According to a recently published report on the subject, the supplies in Burma are due to progressive disintegration, and it will not be practical to increase the natural rate of supply.

The local method of working is extremely primitive and consists in scraping the soda efflorescence from the ground either by hand or with a roughly constructed rake. The product thus obtained, which, naturally, contains a large percentage of sand or earth, is used without any attempt at purifying or refining. As far as can be judged the total output of the soap-sand districts obtained by this rough method of working is about 52,000 tons per annum, of which about 29,000 tons are used by the collectors for their own household and other purposes. The balance of 23,000 tons is sold in neighboring districts. A certain percentage of the output is used by small local soap manufacturers, and a few tons are purchased for silk-washing purposes.

Statistics of Fats and Oils.

The production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended December 31, 1919, as compiled by the Bureau of the Census, was as follows: Vegetable oils, 864,424,401 pounds; fish oils, 16,068,357 pounds; animal fats, 424,506,120 pounds, and greases, 68,001,917 pounds; a total of 1,373,000,795 pounds. Of the several kinds of oils and fats covered by the inquiry the greatest production, 636,391,828 pounds, appears for cottonseed oil. Next in order are edible and neutral lard, with 310,690,343 pounds; linseed oil, with 139,973,593 pounds; tallow, with 111,809,116 pounds, and cocoanut oil, with 51,982,761 pounds.

Nearly all of the crude vegetable oils are passed through a refining process, although some virgin oil is expressed. The production of refined oil during the three-month period was as follows: Cottonseed, 422,205,150 pounds; cocoanut, 73,477,652 pounds; peanut, 17,917,972 pounds; soya-bean, 25,455,768 pounds, and corn, 21,692,139 pounds.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

JANUARY SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in January, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria, $20, ($21); Belgium, $21,250; ($141,301); Bulgaria, $2,156, ($.....); Czecho-Slovakia, $5, ($.....); Denmark, $8,184, ($31,203); Finland, $2, ($.....); France, $47,828, ($57,434); Germany, $702, ($1,198); Gibraltar, $98, ($.....); Greece, $20,570, ($109); Italy, $185, ($5,790); Netherlands, $12,064, ($17,400); Norway, $11,350, ($31,185); Poland and Danzig, $10,257, ($71,900); Portugal, $394, ($1,112); Roumania, $3,100, ($.....); Spain, $347, ($25); Sweden, $9,616, ($59,231); Switzerland, $134, ($2,100); Turkey in Europe, $4,951, ($40,925); England, $33,474, ($54,051); Scotland, $3,616, ($19,007); Bermuda, $2, ($24); British Honduras, $1,079, ($3,623); Canada, $37,580, ($114,050); Costa Rica, $602, ($403); Gautemala, $1,606, ($2,910); Honduras, $1,584, ($8,578); Nicaragua, $2,479, ($3,633); Panama, $5,657, ($30,248); Salvador, $2,036 ($56); Mexico, $16,069, ($332,736); Miquelon, Langley, etc., $150, ($1,050); Newfoundland & Labrador, $1,176, ($7,272); Barbados, $121, ($44); Jamaica, $897, ($1,585); Trinidad and Tobago, $1,412, ($221); Other Brit. West Indies, $2,823, ($3,544); Cuba, $24,849, ($47,263); Danish West Indies, $61, ($1,219); Dutch West Indies, $569, ($2,655); French West Indies, $42, ($451); Haiti, $3,029, ($103,969); Dominican Republic, $10,763, ($66,429); Argentina, $27,903, ($8,649); Bolivia, $137, ($928); Brazil, $8,295, ($5,349); Chile, $3,784, ($3,042); Colombia, $6,065, ($936); Ecuador, $2,978, ($6,955); British Guiana, $762, ($364); Dutch Guiana, $387, ($31); Paraguay, $1,734, ($.....); Peru, $9,846, ($897); Uruguay, $6,942, ($3,609); Venezuela, $8,462, ($1,189); China, $11,342, ($5,935); Kwantung, $2,192, ($.....); Chosen $400, ($150); British India, $9,751, ($7); Straits Settlements, $1,551, ($202); Other Brit. East Indies, $1,550, ($.....); Dutch East Indies, $13,316, ($1,009); French East Indies, $....., ($175); Hongkong, $5,019, ($2,133); Japan, $16,776, ($3,372); Siam, $376, ($11); Turkey in Asia, $629, ($2,245); Australia, $6,893, ($3,781); New Zealand, $11,621, ($1,049); Other Brit. Oceania, $775, ($.....); French Oceania, $240, ($.....); Other Oceania, $82, ($.....); Philippine Islands, $21,821, ($11,548); British South Africa, $4,263, ($3,585); French Africa, $75, ($289); Egypt, $1,248, ($914). Total, $492,104, ($1,334,309).

Vegetable Oil Terminal in San Francisco

The vegetable oil terminal constructed jointly by the California State Harbor Board and San Francisco dealers has begun operations. The terminal is on Islais Creek and has ample storage tank facilities for the handling of large quantities of oil. A tank barge is operated in conjunction with the plant, so that it is not necessary for a vessel carrying vegetable oils in bulk to enter Islais Creek in order to discharge. The tank barge carried its first cargo recently from a vessel to the storage tanks. It pumped 500 tons of bulk oil from the China Mail liner *Nanking*.

Rosin Stores Show Tremendous Decrease.

The stocks of rosin on the storage yards and in the hands of the large dealers and jobbers throughout the country on February 2, 1920, as determined by the Bureau of Chemistry, Department of Agriculture, show a decided decrease since the survey of March 31, 1919, and indications are that the stocks will be even smaller on March 31 of this year. Of rosin the figures show 263,946 round barrels of approximately 500 pounds.

Three Kinds of People.

There are three kinds of people in the world—the wills, the won'ts, and the can'ts. The first accomplish everything, the second oppose everything, and the third fail in everything.—*Michigan Tradesman.*

FEATURES OF SOAP MATERIAL MARKET.

(*Continued from next page*)

seemed to be in the way of recovering some of its lost resiliency. Within the past week the improvement in the foreign exchange situation opened the way for a quite considerable export business in the Ceylon grade of cocoanut oil, which made a sizeable hole in available stocks of that description in hardwood barrels with an accompanying upturn of prices, which, however, still leaves them quite a little below what they were a month ago. Also there occurred some improvement in the demand for soya bean oil, causing a partial recovery from the low levels recently reached by it, but of all the other oils the best that can be said is that they barely hold their own in a dull market.

Whether or not the export business above referred to is only another of those flashes in the pan that have at various times in the recent past raised anticipations of an extensive business with Europe, seems likely to be settled in the affirmative if the counter-revolution in Germany attains the success which appears to be widely feared in France and to some extent in other allied countries. But aside from that as deterrent of American commercial enterprise in Central Europe there is a growing belief founded upon the observation of those who have been spying out the land in person prior to the beginning of an intensive campaign for the business those countries may have to offer, that what the latter want is not so much finished products as the raw materials from which these are derived, to the end that they may reestablish their own industries, supplying much-needed employment for their home labor and enabling them to renew their drive for control of the world's consuming markets. Therefore instead of becoming customers of American manufacturers of oils and fats, they are more than likely to become their competitors as buyers in the primary markets for raw materials, and in fact are already such in a measure.

Industrial Chemicals.

The development of chief moment in the market for soap makers' chemicals within the past month has been an accentuation of export demand for the alkalies caused by the advance in foreign exchange, which made it more possible for Europe to buy here. The market being almost bare of supplies available for immediate or early delivery owing to the fact that American manufacturers have sold the greater part of their product for 1920, and in some cases all of it, the effect has been to raise prices on stock in second hands to a point which has virtually offset, to the foreign buyers, the advance in exchange. So great is their need, however, that they continue to pay the extreme prices which their still greatly depreciated money make it necessary for them to pay to such dealers as are in a position to book their orders.

In fact the general trend of prices is upward and the advance, being based on actual supply and demand conditions, with little of the speculative assistance which was so prominent a factor in the situation during and for some time after the close of the war, would appear to have an element of permanence which can only be displaced by such conditions as would be likely to follow renewed belligerence of a universal nature. Such a possibility some are inclined to think may be the outcome of the political upsheval in Germany should the reactionaries succeed in bringing about the reestablishment of militarist supremacy in that country. For one thing the cheapening of potash salts by the renewal of German Kali exports to this country seems likely to be postponed for a while or at least until a more settled state of internal politics in that country is reached.

Soya Oil Trade Vetoes Changes.

The soya bean oil rules were acted upon at a meeting of the oil trade group of the New York Produce Exchange March 12. There was no fundamental change made in them, a substitute proposal to increase the allowance for each 1 per cent of fatty acid in crude oil failing when a vote was taken. M. B. Snevily was presiding officer. All of the sections were ratified.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

Since the latest reported sales of New York Special Tallow in drums at 14c. a pound, which took place several weeks ago, there has been no quotable trading in this grade. Buyers' and melters' views have been wide apart, with 15c.-15½c. their asking price. In the interim, the soap manufacturers here have been buying country lots as well as local tallow, equal to New York Special, at from 14¼c. to 14¾c. a pound.

The markets in the middle west and further west have ruled comparatively 1c.-1½c. a pound higher, bringing about a situation permitting the transfer of eastern tallows and greases to western points; notwithstanding the freight charges, without causing loss.

When it is realized that the decline in New York Special Tallow from its recent high level of 18c. a pound to the recent low price of 14c. a pound justified an upward reaction, it is plain that the present price of approximately 15c. a pound is reasonable and likely to be sustained. The general situation, however, is just as perplexing as at any time during the past three years; since Lard is around 21c. for the actual spot article, and therefore nearer the prevailing prices of Tallows and Greases than for a good many months past.

In reckoning with the future it should be borne in mind that the United States is the dearest market in the world; so that there is every tempation to unload in this country, quantities of such fatty materials as can be spared by other lands. House greases of the better kind as well as high acid dark greases are closer now to the selling price of tallow than at any time during the past six months, due mainly to steady absorption of the production, leaving small supplies available for purchase.

TOBIAS T. PERGAMENT.

March 17, 1920.

GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

Since our letter of February 17th, the market for Chemically Pure Glycerine, in bulk, has gradually gotten down to 23¼c per lb. The principal reason for the decline can probably be found in the purchase by the powder interests, of 5,000 tons of British glycerine, the shipment of which is to start this month; this transaction, while it does not affect the spot market, particularly, weakens the position of the article prospectively, for it will relieve the demand for Crude for the manufacture of dynamite, and thereby provide sufficient supplies of domestic raw material, for use in making Chemically Pure. There is more Glycerine to be had in England, and the chances are that further purchases for American account will be recorded before long. This source of supply will probably last for a good part of this year, so that the demand can be fully taken care of, and we see no reason why prices should advance between now and December 31st. It must be borne in mind, however, that the consumption of Chemically Pure is constantly increasing, and if this continues it may surprise us and make some difference in the price. Tallow is practically the same as it was a month ago, having fluctuated but slightly during that time, but the Fat and Oil markets, as a rule, are lower.

VEGETABLE OILS.

After a prolonged period of depression, during which most of the trade abandoned hope of relief through the much talked of outlet into the unbounded sea of European consumption, the vegetable oil market, or at least that portion of it represented by the copra product,

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special, 15c. nominal. Edible, New York, 16½-17c. Prime Packers, Chicago, 16¼-16½c. Edible, Chicago 17½c. Yellow grease, New York, 13¾-14c. Brown grease, New York, 12½-13c. Yellow grease, Chicago, 14¼-14½c. Brown grease, Chicago, 13½-13½c.

Rosin—Savannah, Rec Mar. 17.		I	18.45
Common to good	$17.50	K	$18.75
D and E	18.25	M	19.00
F	18.35	N	19.00
G	18.35	W. G.	19.00
H	18.40	W. W.	19.00

Starch, Pearl, per 100 lbs.	$4.97@ 5.19
Starch, powdered, per 100 lbs.	5.12@ 5.34
Stearic acid, single pressed, per lb.	26½c.
Stearic acid double pressed, per lb.	27½c.
Stearic acid, triple pressed, per lb.	30½c.
Glycerine, C. P., per lb.	23½c.
Glycerine, dynamite, per lb.	21¾@22c.
Soap lye, crude, 80 per cent loose, per lb.	13¼@13½c.
Soap, lye, saponification, 80 per cent loose, per lb.	15¼@15½c.

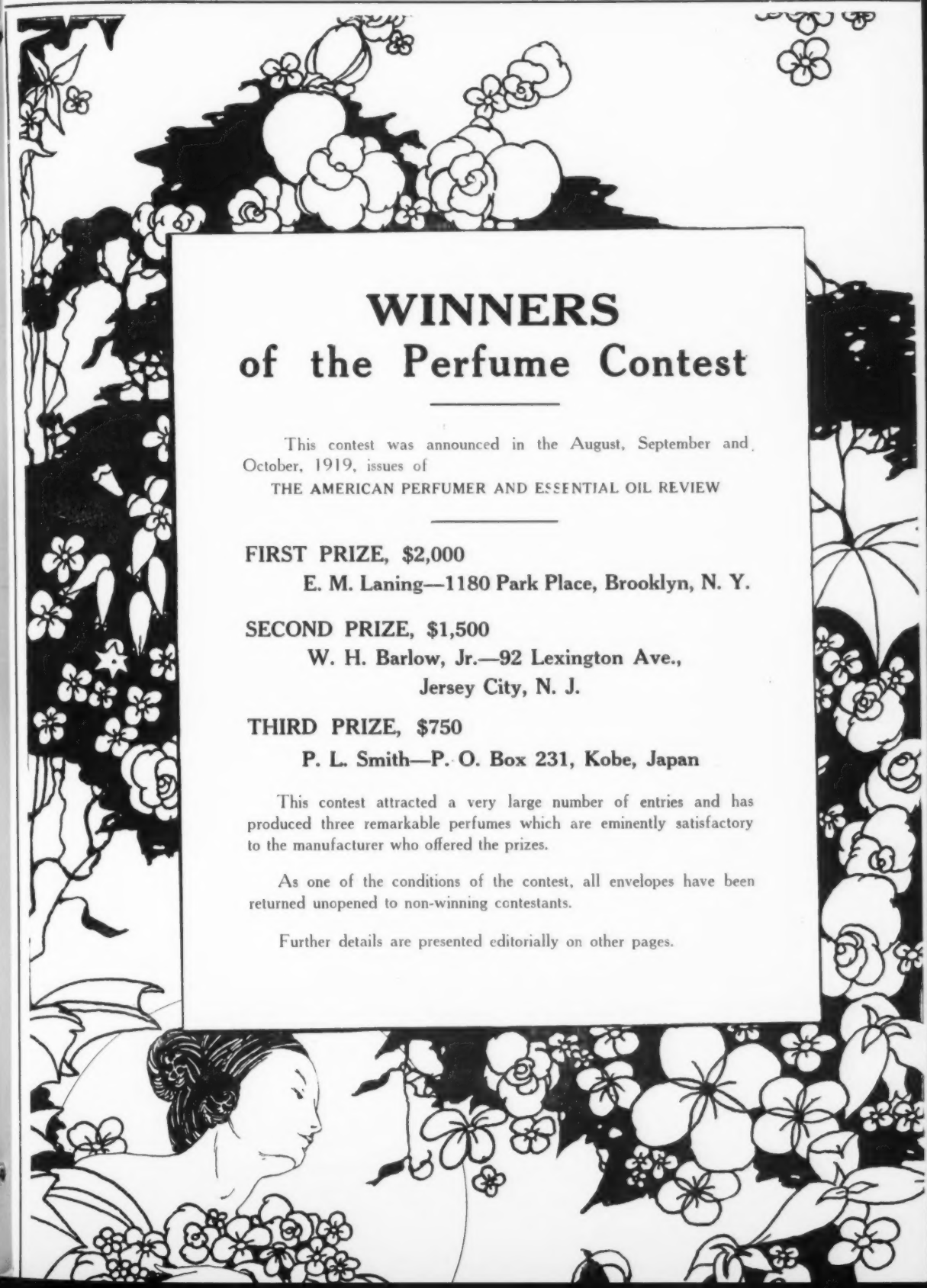
Oils.

Cocoanut, edible, per lb.	20½@21c.
Cocoanut, Cochin, E. L., per lb.	nominal
Cocoanut Cochin, Dom., per lb.	20c.
Cocoanut, Ceylon, Dom., per lb.	18½@19c.
Palm, Lagos, per lb.	16 @16¼c.
Palm, Niger, per lb.	15¼@15½c.
Palm, Liberian, per lb.	15 @15¼c.
Palm, Kernal, per lb., nominal	20 @20½c.
Cotton, crude, per lb., f.o.b. mill	18c.
Cotton, refined, per lb. New York	20 @20½c.
Soya Bean, per lb.	19 @20c.
Corn, crude, per gal.	17 @17½c.
Corn, refined, per gal.	$2.25@ 2.50
Castor, No. 1, per lb.	20c.
Castor, No. 3, per lb.	19c.
Peanut, crude, per lb.	23c.
Peanut, refined, per lb.	26 @27c.
Olive, denatured, per gal.	$2.90@ 3.00
Olive, Foots, prime green, per lb.	20 @21c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.	$6.25@ 6.50
Soda Ash, 58 per cent, per 100 lbs.	$3.25@ 3.50
Potash, Caustic, 88@92 per cent, per lb. f.o.b. Works	28 @30c.
Potash, Caustic, 70@75 per cent, f.o.b. Works per lb.	23 @25c.
Potash, Carbonate, 80@85 per cent, per lb., New York	31 @32c.
Salt, common, fine, per 100 lbs.	$1.55@ 1 60
Sulphuric Acid, 60° per cent, per ton	$18.00@19.00
Sulphuric Acid, 66° per cent, per ton	24.00@25.00
Borax, crystals, per lb.	8¼@ 8¾c.
Borax, granular, per lb.	8¼@ 8¾c.
Zinc Oxide, American, per lb.	9½@10c.

New York, March 15.



WINNERS
of the Perfume Contest

This contest was announced in the August, September and October, 1919, issues of

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

FIRST PRIZE, $2,000

E. M. Laning—1180 Park Place, Brooklyn, N. Y.

SECOND PRIZE, $1,500

W. H. Barlow, Jr.—92 Lexington Ave., Jersey City, N. J.

THIRD PRIZE, $750

P. L. Smith—P. O. Box 231, Kobe, Japan

This contest attracted a very large number of entries and has produced three remarkable perfumes which are eminently satisfactory to the manufacturer who offered the prizes.

As one of the conditions of the contest, all envelopes have been returned unopened to non-winning contestants.

Further details are presented editorially on other pages.

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105 N. CLARK ST.
CHICAGO

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NEW ESTER OF JACINTH-ROSE CHARACTER, FOR ORIENTAL BOUQUETS & MODERN CREATIONS

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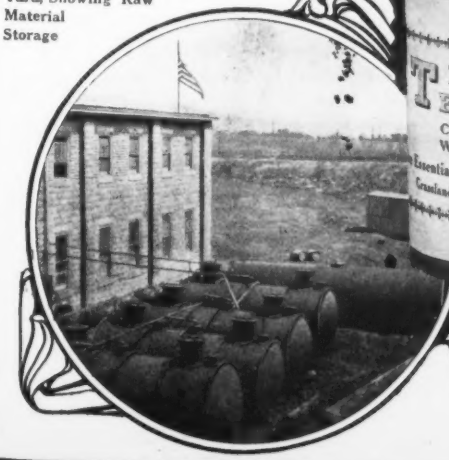
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March 1, 1920.

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To Our Customers:

We take this opportunity of announcing to the trade that we have withdrawn from the jobbing of all goods not of our own manufacture.

Effective this date, our sales efforts will be confined to products of our own manufacture such as dyestuffs, intermediates, food colors, coal tar drugs and related products.

This step is taken at this time in order that we may be able to concentrate on the constantly growing dyestuffs and allied organic products business.

We wish to thank you for the business you have given us in the past on the various items we have handled. We look forward to a continuance of our pleasant business relations with you in selling you our own products.

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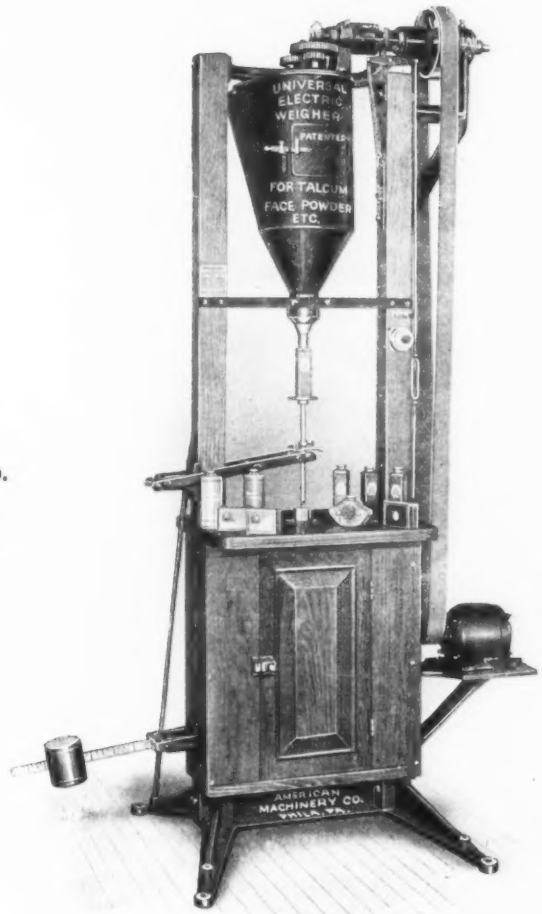

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For Talcum and Face Powder

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All sensitive working parts in dust-proof cabinet.
For motor or belt drive.
Floor space 3 ft. x 3 ft. Height 7 ft.
Built to stand heavy constant duty.

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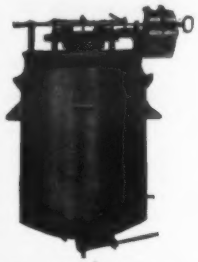
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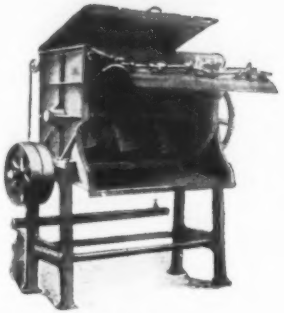
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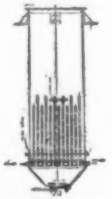
IDEAL Amalgamator.



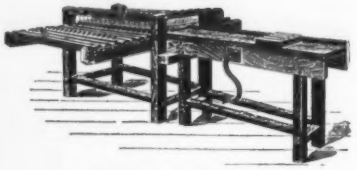
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HOUCHIN-AIKEN CO.

INCORPORATED

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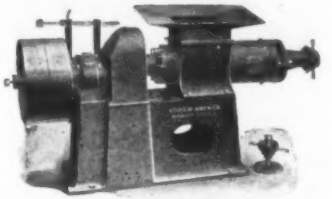
SOAP MACHINERY

Kettles, Crutchers, Frames. Slabbers, Cutters, Remelters, Presses, Chippers, Mills, Plodders, Soap Dies, Perfume Mixers

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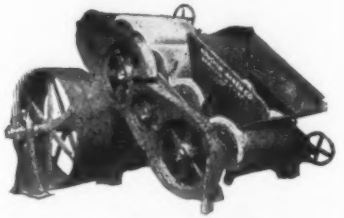
115 to 121 Fifty-third Street **BROOKLYN, N. Y.**



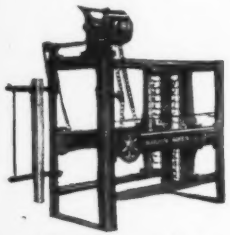
TYPE "F" Plodder.



AIKEN Power Cutter.



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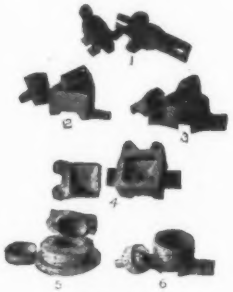
AIKEN Power Slabber.



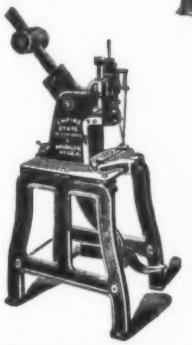
CHAMPION Slabber.



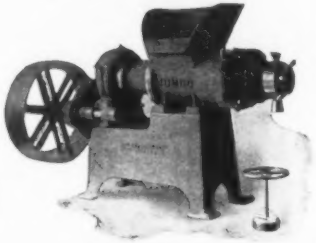
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4-, 6-, 8- and 10-Inch Screw Soap Plodder.

Aluminum
vs.
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One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

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AIKEN Power Slabber. CHAMPION Slabber. No. 4 Soap Press. 5 Soap Dies. 6 IMPIRE STATE Soap Press. 4-, 6-, 8- and 10-Inch Screw Soap Plodder.

NOTICE!

Our Government Rewards Originality

YOU are hereby notified that the United States Government has protected La Meda Cold Creamed Powder with a broad, Basic Patent, No. 1,332,190 covering both the idea of combining a face cream and face powder and also the process of manufacturing it.

In view of this exceptional official recognition and endorsement in the cosmetic field of La Meda's originality and merit, it is our sincere duty to protect the drug trade and consuming public in every possible way.

Cold Creamed Powder is the most important advance in the method of applying cosmetics since greaseless creams were first introduced. It is an entirely new product in the toilet goods field, as clear and distinctive in character as massage cream, cold cream or vanishing cream.

In view of the above mentioned patent, La Meda Cold Creamed Powder is the only toilet preparation containing face cream and face powder that can be made or sold in the United States during the next seventeen years, except by special license from us.

Similar Patents are also pending in a large number of foreign countries.

La Meda Cold Creamed Powder is a new idea, scientifically correct, that is literally taking the ladies by storm. Something women have wanted for years. The most logical, sensible and beneficial way of applying face powder to the skin. Stays on. Defies heat, cold, rain, wind or even perspiration. There is no substitute for it!

Write for any desired information. Your favors will always receive our very careful and prompt attention.

Most sincerely yours,
LA MEDA MFG. COMPANY.

Arthur McHugh
President

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NON-METALLIC
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Plain and Decorated—Transparent and Colored

NON-BREAKABLE

Most Sanitary and Attractive Container for

Cold Creams — **Shaving Creams**
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Ointments — **Prophylactics** — **Paints and Inks**

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Samples and quotations gladly submitted.

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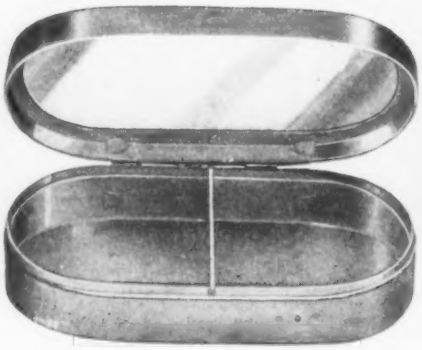
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POWDER AND ROUGE BOXES

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JASMONE has all the characteristics, and therefore the individuality of the Natural Flower Essence. Combines also those characters obtained usually by pomade enfleurage.

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Something New

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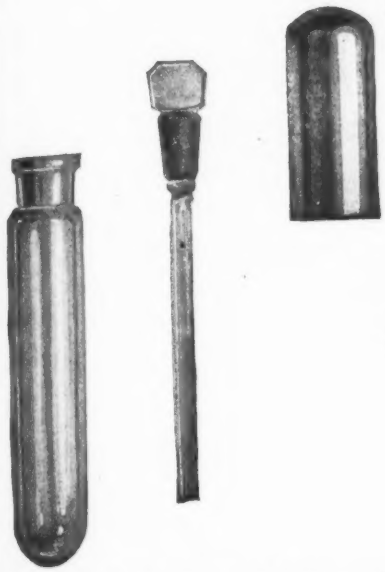


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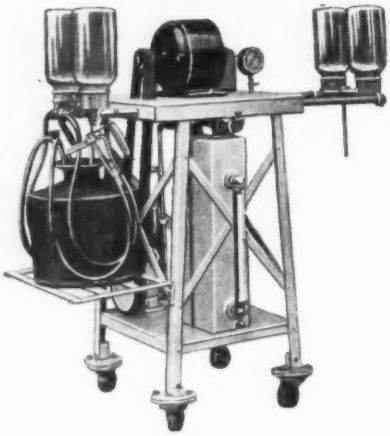
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Medicinal—white, odorless and tasteless.

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A cocoanut oil base for liquid soap and shampoo. Complete formula for the asking.

TAR SHAMPOO BASE
For making tar shampoo. Ask for formula.

Samples on application.

PENNSYLVANIA OIL CO.
173 N. Green Street, Chicago, Ill.

IMPROVED
SEAL-CAP
REGISTERED
GOLD AND SILVER
A Metallic Liquid
For Capping and Sealing

Cork Stoppered Bottles and Vials



Glass Stoppered Bottles and Vials

Gold
$6.50 Quart
3.75 Pint
1.50 4 oz.

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$4.50 Quart
2.50 Pint
1.00 4 oz.

IT BEAUTIFIES EASILY APPLIED

MANUFACTURED BY
The Seal-Cap Co.
New York

Exclusive Agents
O. A. Brown & Co., Inc.
99-101 Beekman St., New York

LIQUID SHAMPOO
SHAMPOO PASTE
LIQUID SOAP
LIQUID SOAP BASE

All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

Samples and prices on request.

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GREATEST DRYING CAPACITY? The Proctor Dryer will dry the maximum amount of wet materials in a given time. It will do this in less floor space, and at a smaller cost than any other drying machine or system.

HIGHEST QUALITY PRODUCTION? The Proctor Dryer insures the highest quality of the finished product, and the utmost production.

ENDURANCE IN SERVICE? The design and construction of the Proctor Dryer embodies simplicity, strength and rigidity. It is particularly well fitted to withstand the wear and tear of heat, moisture, time and hard usage.

Submit your drying problems to our Engineering Department. You will receive earnest and efficient co-operation. You will obtain satisfactory results.

PHILADELPHIA TEXTILE MACHINERY CO.
Drying Machine Specialists
PHILADELPHIA, PA.

"Proctor" DRYERS

CAPS

for

Cold Cream Jars

ROUGE BOXES

ATTRACTIVE DESIGNS IN BRASS AND ALUMINUM

American Metal Works
Wayne Junction, Philadelphia

TALCUM POWDER CONTAINERS

of

QUALITY

Attractive Artistic Arrangements | Standard and Original Shapes

Lithographically Decorated and Plain Metal Packages of Every Description

FEDERAL TIN CO. Inc.

CHARLES AND BARRE STS.
BALTIMORE, MD.



MAKERS OF SOAP OVER A QUARTER OF A CENTURY

SHAMPOO

Liquid and Base

HARRAL SOAP CO., Inc.

132 Havemeyer St., Brooklyn, N. Y.

PENNSYLVANIA COLLAPSIBLE TUBE CO.

METAL CONTAINERS

WILLIAMSPORT, PA.

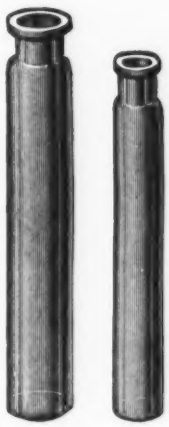
Tubes for Dentifrices, Soaps, Ointments, Cold Creams, Flavoring Extracts, Adhesives, Paints and Printer's Ink.

A Stock of Our Tubes Is Carried by Shannon & Fernheimer, 116 Duane St., New York

VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET
NEW YORK



MACHINE MADE VIALS

Our vials are especially adapted for the perfumery trade. Write for prices.

KIMBLE GLASS CO.

VINELAND, N. J.

CHICAGO, ILL. NEW YORK, N. Y.



VELVO FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, $3.00; Single gallons, $7.50; 10 gallons or more, per gal., $6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City

EST. 1881

SCHMOLLER & BOMPARD, GRASSE, FRANCE

HIGHEST CLASS CONCRETES, POMADES and ESSENTIAL OILS

SOLE AMERICAN AND CANADIAN AGENTS

E. J. SCHMIDT & CO., Succ. to Leerburger Bros.

Makers of L. B. and ESCO FLAVORS. **59 Fulton Street, New York**

DESCOLLONGES FRERES

LYONS, FRANCE

Lilac Anthosia

A new product giving the true odor of the Lilac Flowers, fresh, flowery and lasting.

Rhodinol N. Citronellol
Phenylethyl Alcohol
Phenylethyl Alcohol Acetate
Methylacetophenone

Write for quotations and samples.



Sole Agents in United States and Canada

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New York

INTERNATIONAL ALCOHOL CORPORATION

280 BROADWAY

NEW YORK

MANUFACTURERS OF

VICTORY

(REG. U S. PAT. OFF.)

Cologne Spirits

FOR

High Class Perfumery

and

Flavoring Extracts

SPOT DELIVERIES

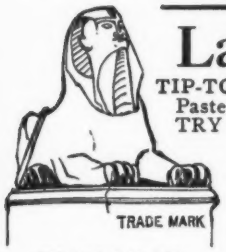
INQUIRIES SOLICITED

ARTICLES FOR TOILET REQUISITES IN THE WHOLE AND POWDERED FORM

POWDERED NEUTRAL WHITE SOAP *(Rajah Brand)* FOR TOILET REQUISITES

J. L. HOPKINS & CO. **NEW YORK**

Importers, Exporters and Grinders of Crude Drugs



Labeling Pastes

TIP-TOP PASTE POWDER. Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

SPHINX PASTE—For high grade labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or pasteboard.

CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

The Arabol Mfg. Co. 100 WILLIAM STREET **New York**

Glyzzerol B

A SUBSTITUTE FOR

C. P. GLYCERINE

SOLUBLE FLOWER OILS

in all the

STANDARD ODORS

For Perfumes and Toilet Waters. Make satisfactory odors without or with small percentage of alcohol.

Also

Soluble Oils of Bay and Eau de Quinine

Samples on request

QUINTEX MFG. CO.

1315 S. Wabash Ave., CHICAGO, ILL.

Eastern representatives,

Compagnie Genung

9 E. 170th Street, New York, N. Y.

Vanilla Beans

MEXICAN
BOURBON
SOUTH AMERICAN
TAHITI

OLIVE OILS

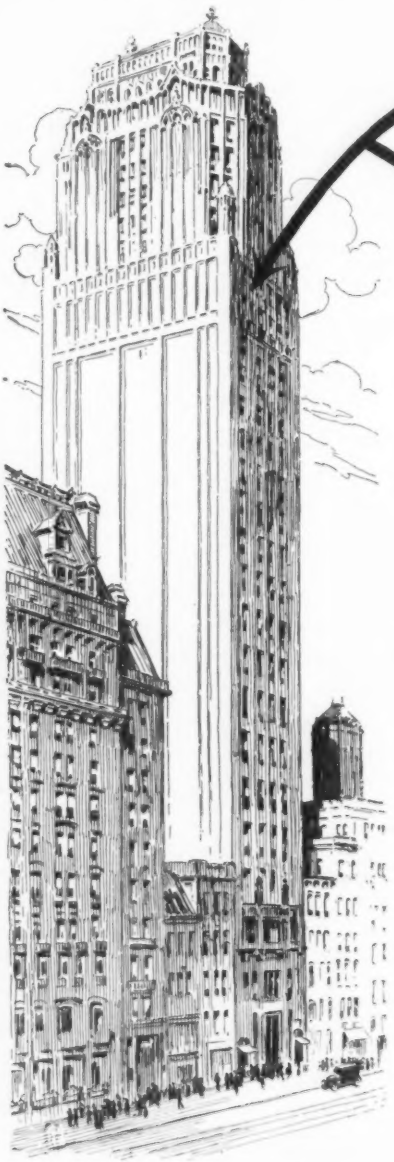
RICARDO GOMEZ & DIETLIN CO.

INC.

161 Maiden Lane
NEW YORK, N. Y.

Compagnie Duval

177 WILLIAM STREET **NEW YORK**



Bush Terminal Sales Bldg.
132 W. 42nd St., N. Y.

See our Showroom in the Bush Terminal Building.

SYRINGA
Excellent for use in Lilac oils

CASSIE
For Violet and Bouquet odors

Artif. Neroli
Compares favorably with the Natural Neroli

Artif. Jasmin
Very powerful and sweet, does not discolor

WISTARIA
A true reproduction of the flowers of Wistaria.

ROSE OTTO ARTIFICIAL
Most perfect base for Red Rose

SOAP PERFUME OILS
For Household and Toilet Soaps
35c lb. up


STANLEY'S
'The Label Beautiful'
THE STANLEY MFG. Co.
DAYTON, O.

ACTUAL MERIT is the foundation upon which the popularity of STANLEY'S GUMMED EMBOSSED METAL SEALS is based.

¶ Our contention—the STANLEY METAL LABEL is the logical label. Our assertion that METAL is the only material that will emboss DEEPLY and permanently and WILL NOT TARNISH has been endorsed by the most influential firms.

¶ The verdict is universal—we are confident that the users of STANLEY'S METAL LABELS are greater than those of any other label.

¶ Have you ever given them serious consideration? Samples for the asking.

New York City Representative
MR. S. WOODSON HUNDLEY — 302 Wyckoff Street
New York City, N. Y.

Chicago Representative
MR. GEO. S. FILBRATH — 6-7 Palmer House
Chicago, Illinois

Pennsylvania Representative
MR. F. J. KUGLEN — 146 Montrose Ave.
Rutherford, N. J.

California Representative
MR. R. F. STIDHAM — P. O. Box 191
Oakland, California

St. Paul and Minneapolis Representative
MR. E. B. PALMER — 312 Globe Building
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We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY **Dayton, Ohio**



ATLAS BRAND

FACTORIES:
BROOKLYN, N. Y. PAVONIA, N. J.

ESTABLISHED 1851

STEARATE OF ZINC

(U. S. P.)—TECHNICAL

PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

No. 40 CARMINE

(Cochineal Color)

Manufactured by

H. KOHNSTAMM & CO.

11-13 East Illinois Street
CHICAGO

83-93 Park Place
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ROLLING MASSAGE CREAM

GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

"KOLAB" DEPT. **COMMERCIAL LABORATORIES, Inc.** NEWARK NEW YORK



BOTTLES

PERFUMERS' WARE

OUR SPECIALTY

MILLVILLE
BOTTLE WORKS

MILLVILLE, N. J.

GEO. N. HANNA
108 FULTON ST. - - NEW YORK

HUMMEL & ROBINSON
26 Cortlandt Street **NEW YORK**

REFINERS of

H&R

LANOLIN, U. S. P.

HYDROUS
ANHYDROUS

for pharmaceutical purposes, salves, ointments, toilet creams.

CRUDE LANOLIN
NEUTRAL WOOL FATS
for technical purposes.

THE
TWITCHELL PROCESS

THE STANDARD METHOD OF DEGLYCERINIZING THROUGHOUT THE WORLD

Kontakt Saponifier
FOR HIGH GRADE FATS

Kontakt D. P. Saponifier
FOR LOW GRADE FATS

The Twitchell Process Co.
CINCINNATI, OHIO

CLEAN
ATTRACTIVE

COLLAPSIBLE
TUBES

GEORGE K. DILLER
Sales Agent Wheeling Stamping Co.
90 WEST BROADWAY
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SETHNESS COMPANY
Manufacturers
Burnt Sugar Coloring
"Caramel"
DISTILLERS OF
OLEO RESINS OF
Orris
Ginger
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EXTRACT MAKERS HEADQUARTERS
ESSENTIAL OILS AND FLAVORING MATERIALS
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Stearate of Zinc
Stearic Acid Beeswax
Ceresine
Glycerine
Carbonate of Magnesia
Caustic Potash Epsom Salts
Zinc Oxide Talc

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54 Wall Street New York, N. Y.



PRIVATE BRAND MANUFACTURERS
ROUGE
FACE POWDER COMPACTS
LIP ROUGE LIP POMADE
NAIL POLISH (Cake Form)
IN METAL & PAPER BOXES
One Quality Only
ABONITA COMPANY INC.
134 S. Clinton Street CHICAGO
Centrally Located for Quick Shipments

HIGHEST QUALITY
IN SOLID OR POWDERED FORM
STEARIC ACID
HARD, WHITE, ODORLESS
RUB-NO-MORE-CO. - FT. WAYNE, IND.

RAINBOW
TRADE MARK
FLOSS
ANY COLOR
SAMPLES AND PRICES ON REQUEST
W. JOHN BUEDINGEN
ONE MADISON AVENUE
NEW YORK CITY

EXTRA STRENGTH SYNTHETICS
Without Sacrifice of Quality
ROSE SYNTHETIC
A Product Which Will Merit Your ATTENTION
SAMPLE FURNISHED
H. C. RYLAND
Importer and Exporter
284-6 PEARL ST. NEW YORK

THE BEST HAND POWER MACHINE MADE

THE "STANDARD" TUBE CLOSING MACHINE
COLLAPSIBLE TUBES
(ALL SIZES)
Plain and Decorated
Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.
STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.

Velvatone Powder Puff

The Improved Powder Puff *for the* Compact Powder Box

¶ Velvatone Powder Puffs are made in special colors to harmonize with your color scheme.

¶ Take less space in the Vanity Box.

¶ —Prompt Deliveries.

Velvatone Powder Puff Co.
140 Sixth Avenue
New York

Patented { 1,270,739 June 25, 1918
1,299,191 April 1, 1919



OUR MR. B. KRONISH has just returned from Paris where he acquired for us the complete manufacturing plant (including trade marks) of an internationally famous line of French perfumes and Face Powders established since 1860. Due notice will be given when orders can be accepted.

DOMESTIC DEPARTMENT

Rouge and Face Powder Compacts (all shades)

***In Metal or Paste Board Boxes,* Also**

Paste Rouge, Lip Rouge, Nail Sticks, Eye Brow Pencils, Etc.

Made and Packed with Your Own Label or Seal

Prices and Samples Furnished Upon Request

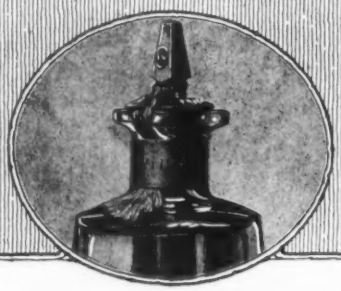


Also Makers and Importers of "Hold-Tight" Hair Nets and "Hold-Tight" Hair Wavers

Adolph Klar

MANUFACTURERS
221 Fourth Ave., New York





HOW ARE YOUR GOODS TIED?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T
Successors to M. Heminway & Sons Silk Co.
120 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. The rate is moderate, viz., 50c. per line per insertion. Please send check with copy. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK STEEL BARREL CO., PERTH AMBOY, N. J. Telephone 1735-2298.

MANUFACTURER retiring from business desires to dispose of two Alexander Patented Compact Rouge Machines, one round Lip Stick Mould, one Motor ½ H.P. Direct. For information write A. Alexander, 1723 8th Ave., Brooklyn, N. Y.

SOME PROGRESSIVE MANUFACTURER of Toilet Products can secure the services of an experienced man (a Canadian by birth) with a record of fifteen years with an important Wholesale Drug house in the selling, buying and executive departments; who has a buying knowledge of Druggists' and Grocers' Fancy Goods gained on twenty-five voyages to Europe; who organized the Export Department for South America for a firm of shippers and the Import and Export Departments for an Essential Oil house; who has a technical knowledge of Cosmetics, Rouge Compacts, etc., can make the formulas for them, knows how to manufacture them and where to sell them. He is at present interested in a small company making a fine quality of such goods at low costs but without sufficient capital to meet the needs of prospective business. Would continue this business with a suitable man, having a small capital to invest with which to buy

(*Continued on page* 90)

LILAC "VANNA"

A beautiful new oil, of the popular vegetal character, fresh and flowery

½ oz. to 50% alcohol
1 oz. to 75% alcohol

Will produce the best Lilac Toilet Water on the market

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
New York

1114 State-Lake Bldg.
Chicago

FANCY STOPPERED BOTTLES

AND

OTHER HIGH GRADE PERFUMERS' WARE

WILLIAM PENN GLASS MFG. CO.

Main Office: Sixth St.

JEANNETTE, PA.

BUSINESS OPPORTUNITIES

(*Continued from page 88*)

out present associate and increase capital, would continue with an organization interested in similar products or will take a position where experience and effective work will bring a suitable salary. Address B. O. No. 752, care of this journal.

HELP WANTED

THE PLOUGH CHEMICAL COMPANY, located at Memphis, Tenn., desires the services of a high class perfumer who understands the making of toilet water, perfumes, creams, powders and tooth paste, as well as buying crude material and helping to design new packages. To the one who knows his business and could show highest class references, as well as work in connection with our present chemist and is able to originate classy odors, this is an opportunity. All information in strict confidence, as this position will earn a portion of the firm's profits. Address all letters to Abe Plough, President, Plough Chemical Co., Memphis, Tenn.

SEVERAL SALESMEN for private label Toilet Articles to cover states and territory west of Ohio. Will arrange for interview during week of Perfumers' Convention, April 5th to 10th. Address H. W. No. 755, care of this journal.

TOILET GOODS LABORATORY ASSISTANT, experienced in mixing face creams and powders. Middle aged man willing to live in country preferred. State full particulars in first letter giving age, experience in detail, and salary required. Opportunity. Write M. G., 209 Cable Bldg., New York.

WANTED: An old established essential oil house desires the services of a man with some experience in selling essential oils and synthetic aromatic chemicals for medicinal and perfumery purposes. Give education and experience in first letter. Address H. W. No. 753, care of this journal.

ESSENTIAL OIL MANAGER wanted by an Import Firm to take full charge of their essential oil department. Exceptional opportunity for a bright man. Address H. W. No. 754, care of this journal.

SITUATIONS WANTED

A YOUNG MAN, 30, married, who for the last 9 years has been connected with corporation manufacturing Talcum, Tooth, Foot and Face Powders, Dental Cream, Cold and Greaseless Creams, is now open to consider a new connection with growing concern that holds good future prospects. Has successfully handled production, buying, correspondence, and accounting. Experience developing export trade and a good working knowledge of Spanish and Dutch. Possess initiative and the ability to systematize for maximum results. Salary requirements moderate until worth is proven. Address S. W. No. 761, care of this journal.

POSITION WANTED by practical soapmaker. Can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W., No. 696, care of this journal.

YOUNG MAN, 32 years of age, who has had a number of years of chemical experience, toilet articles and perfume experience in Europe, who thoroughly understands the manufacture of high grade toilet articles, perfumes and household specialties, wishes first class position. Salary $60 per week until ability has been demonstrated. Address S. W., No. 701, care of this journal.

TOILET GOODS SALESMAN with over fifteen years' experience is open for a position. Very best references. What have you to offer? Address S. W., No. 711, care of this journal.

WOULD LIKE TO OPEN, or take charge of New York office for manufacturer of toilet goods or cosmetics Fifteen years' experience in these lines. Possess initiative, fine personal appearance, unquestionable references. Salary not as essential as opportunity for advancement. Acquainted with import and export firms. Have office equipment. Address S. W., No. 749, care of this journal.

(*Continued on page 92*)

WHITTAKER
ESTABLISHED 1890
FOREIGN—TALC—DOMESTIC
KAOLIN
ZINC OXIDE
MAGNESIA CARBONATE
SOAP POWDER
ZINC STEARATE
PREPARED CHALK
PRECIPITATED CHALK
Light, Medium, Heavy, Dense and Free Flowing
STARCH
INFUSORIAL EARTH
WHITTAKER, CLARK & DANIELS, INC.
IMPORTERS AND EXPORTERS
250 Front St. New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPPECANOE CITY, OHIO

STOKES

Powder Filling Machines

are packing most of the best makes of

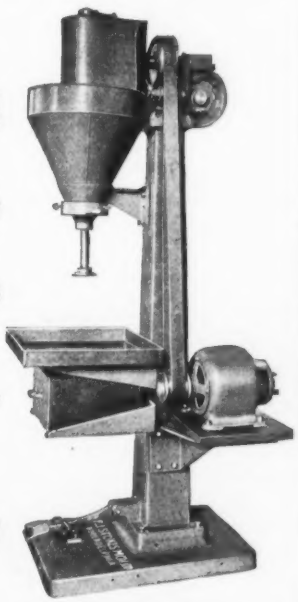
Toilet Powders

on the market.

They handle any shape of container

Rapidly and Accurately

Send for circular



F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.



THE IMPORTANT PERCENTAGE OF ALCOHOL

is now more important than ever. Prohibition regulations forbid the use of unnecessary alcohol and good business judgment requires similar prudence.

GRAVES' XXX EXTRA SPECIAL COLOGNE SPIRITS

is of an exclusive quality and really enables you to use a smaller percentage than with ordinary alcohol. This not only makes for economy, but better infusions as well.

Try a 5 gallon lot.

C. H. GRAVES & SONS, 35 Hawkins St., Boston, Mass.

TALC

HIGHEST GRADE

Buy Direct of the

UNION TALC CO.

MANUFACTURERS

132 Nassau St. New York

NAIL POLISH CAKES

SUPPLIED IN

ANY QUANTITIES

WRITE FOR SAMPLES AND PRICES

R. MERTIN, Inc.

31 Albany St. BOSTON, MASS.

SITUATIONS WANTED

(Continued from page 90)

CHEMIST:—Ten years' experience in the manufacture of natural and artificial fruit flavors. Have own formulas for same. Address S. W., No. 756, care of this journal.

CHEMIST:—Essential oil and perfumery expert desires to make connection with progressive firm where value of high grade service will be appreciated. Full particulars concerning age, education, experience, nationality, etc., will be given when asked for. Best personal references. Will submit samples of goods of own make and respective costs to give an idea of the ability of the man. Salary is secondary, if unlimited possibilities, consistent with the actual merit, are left open for the future. Address S. W., No. 757, care of this journal.

MAN, age 30, married, for past nine years connected with corporation manufacturing Toilet Preparations, handling production, buying, correspondence and accounting, seeks connection with growing concern where the opportunity for the future is bright. Excellent systematizer. Possess good working knowledge of Spanish and Dutch. Experienced developing export trade. Location immaterial, but South preferred. Moderate salary until ability is demonstrated. Address S. W., No. 758, care of this journal.

WANTED:—Position by chemist; married; thoroughly competent; willing to work as assistant where there is a chance for advancement. Best of references furnished. Address S. W., No. 759, care of this journal.

ESSENTIAL OIL CHEMIST, thoroughly experienced in all kinds of testing work, having had charge of testing and control laboratory of large concern; capable of compounding flavors and perfumes; competent to direct manufacturing processes, wishes to make connections with first class house in or near New York. Address S. W., No. 760, care of this journal.

BRASS GOODS MFG. CO.

345 Eldert St., Brooklyn, N. Y.

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Toothpowder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 162—Self-Closing Cap.



No. 50



No. 97



No. 123



No. 140



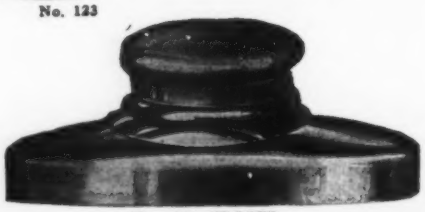
No. 72



No. 47



No. 150



No. 188 CLOSED



No. 157



No. 84

Play Safe! Pack Your Goods Right!

The quality of your product is the keynote of your reputation. The condition in which your goods reach the ultimate consumer is the important detail that makes or mars your good-will.

Safeguard this vital asset by every care in packing.

Diamond-F

Protective Papers

Glassine—Vegetable Parchment—Grease Proof—Parchmoid

safeguard your product and good-will on that journey from your factory (over the counter) to the consumer.

Each one of these papers has distinctive qualities that make it best for the purpose—all can be creased or folded without cracking. They will improve a poor package and make a good package better. Supplied in sheets, rolls or circles. Your jobber can supply you.

Write today for samples.

Diamond State Fibre Company

Bridgeport, Pa. **(Near Philadelphia)**

Also makers of Diamond Fibre—"A Remarkable Material"

For the convenience of the Western Trade, we carry a complete stock of Diamond-F Protective Papers at our Chicago warehouse and factory, 1656 Besley Court.

J. N. LIMBERT & CO.

12 South Marshall Street

PHILADELPHIA

Importers of Vanilla Beans

All Varieties

EMBOSSED SEALS AND LABELS

MAKERS OF Embossed Seals & Labels

Dragon Paper Mfg. Co. Inc.

102 Prince St. New York

GOLD AND SILVER

COLORS AND TINTS

For Perfume, Toilet and Soap Manufactures

And any other purpose where seals are used

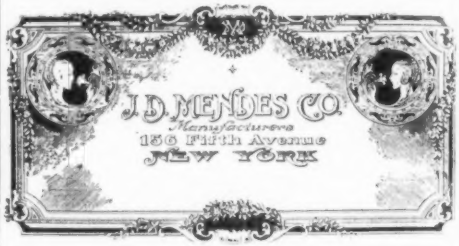
All manufactured on our premises

High Grade Paper Boxes Exclusively

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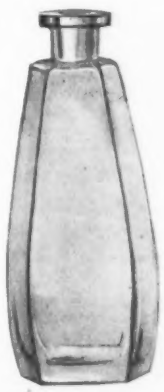
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